


DA DISTRIBUTION AGE

A CHILTON  PUBLICATION

JULY 1958



Beset by Tensions? . . . See Page 25



New TWO-SPEED

POWER SHIFT

TORQUE CONVERTER DRIVE

Gives you Both...

- ① **EXTRA PULL** for soft ground
...and steep climbs

PLUS

- ② **NORMAL FAST TRAVEL**
when you need it

THE new Allis-Chalmers two-speed POWER SHIFT torque converter drive has a low speed range to provide the extra power for steep climbs or tough going. The high-speed range offers normal fast travel for high-production material handling. This adaptability to varying conditions adds greatly to daily output.

Just as two speed ranges help you balance power and speed, POWER SHIFT lets you quickly change forward and reverse direction smoothly, without jerking. You maneuver with new production-boosting ease. An inching pedal permits you to creep — even come to a full stop — yet you have full engine power for fast lifting.

Ask your Allis-Chalmers material handling dealer to show you how two-speed POWER SHIFT gives production a double boost. Write for new bulletin, today! Allis-Chalmers, Milwaukee 1, Wisconsin.



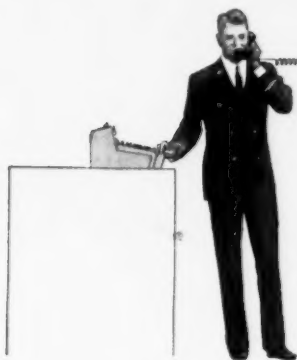
ALLIS-CHALMERS

YOU'RE AHEAD WITH ALLIS-CHALMERS DESIGN

Allis-Chalmers lift trucks were the first with torque converter drive, now offer two-speed POWER SHIFT—typical of Allis-Chalmers "Years-Ahead" design.



A "PAT" ANSWER



TO A "LOADED" QUESTION

The world's fastest, surest reservations—another bonus you get with the new **Pan Am Profit Lift**

Cargo space is *confirmed* in 4 seconds flat, thanks to "PAT"—electronic Pan Am Teleregister.

You *know* when your shipment will leave. You *know* when it will arrive.

And, reserved or not reserved, *all* Clipper* Cargo is *expedited* cargo.

This is just one of the dividends you collect with the new Pan Am Profit Lift—the most comprehensive service of ANY overseas cargo carrier.

Only the Pan Am Profit Lift offers both shipper and consignee all this:

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WORLD'S MOST EXPERIENCED AIR CARGO CARRIER.

Pan Am handles 71% more overseas cargo than any other airline. Experienced personnel keep track of your shipment every step of the way.

WORLD'S MOST MODERN AIR FLEET. Your goods travel first class when they fly via Clipper Cargo. Up-to-the-minute equipment includes pressurized and temperature-controlled planes.

"DOORSTEP" SERVICE FROM ANYWHERE IN THE U.S. If your town has a highway, railroad or airport, you can ship overseas by Pan Am. Just call PAA, your cargo agent, forwarder or local airline.

You enjoy service like this *only* when you ship via Pan Am Clipper Cargo, yet you pay the *minimum* prescribed rates.

Isn't it time you turned your shipping worries over to Pan Am? For more information, contact Pan Am (in New York, STillwell 6-7341), your cargo agent or forwarder.

PAN AM CLIPPER CARGO

*Trade Mark, Reg. U. S. Pat. Off.

FASTEST DELIVERY TO ALL THE WORLD

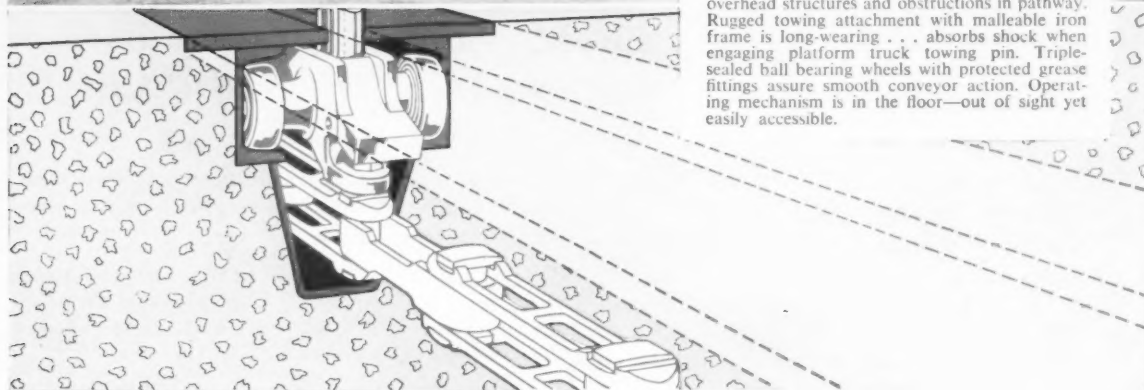


How LINK-BELT Trukveyors

mechanize warehousing and freight handling



IN-THE-FLOOR TRUKVEYOR makes order filling and dispatching easy at Pick-N-Pay Super Markets, Inc., Cleveland warehouse. Note absence of overhead structures and obstructions in pathway. Rugged towing attachment with malleable iron frame is long-wearing . . . absorbs shock when engaging platform truck towing pin. Triple-sealed ball bearing wheels with protected grease fittings assure smooth conveyor action. Operating mechanism is in the floor—out of sight yet easily accessible.



*Speed order-filling and freight handling
while reducing damage, loss and error*

Today, Trukveyor has become a "warehousehold word" among progressive firms everywhere. *Faster* handling of merchandise in transit, *safer* handling that avoids damage and loss, greatly simplified checking systems—these are just a few of the outstanding achievements of firms relying on this mechanized method.

Wherever packaged or bulky items are moved by means of floor trucks or carts, Link-Belt Truk-

veyors can streamline such operations as order filling . . . department to department transit . . . receiving and shipping. Both in-the-floor (shown) and overhead Trukveyors will carry merchandise along any path, for any length. Fast, orderly movement of trucks results in consistently high daily output at low cost per unit. For facts, call your nearest Link-Belt office. Or write for Book 2497.

TRUKVEYOR COLOR-SOUND FILM AVAILABLE

Fifteen-minute film, "Pathway to Profits," shows how Link-Belt in-the-floor Trukveyors have solved countless package handling problems. Write Link-Belt Executive Offices.



IN-THE-FLOOR AND OVERHEAD TRUKVEYORS

LINK-BELT COMPANY: Executive Offices, Prudential Plaza, Chicago 1. To Serve Industry There Are Link-Belt Plants and Sales Offices in All Principal Cities. Export Office, New York 7; Australia, Marrickville (Sydney); Brazil, Sao Paulo; Canada, Scarborough (Toronto 13); South Africa, Springs. Representatives Throughout the World. 14,851

Circle No. 2 on Card, Facing Page 49, for more information

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DA DISTRIBUTION AGE

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The "Unseen Passenger" on Every Freight Car

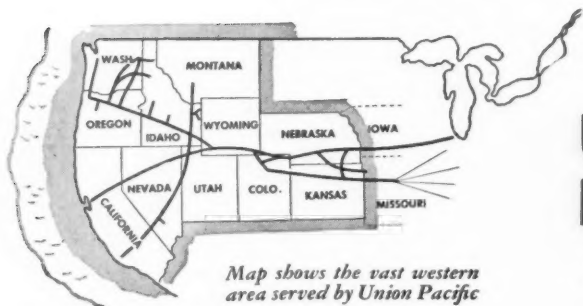


Subconsciously, a firm's Traffic Manager "rides" with every outbound or inbound shipment for his company . . . conscientiously concerned over the care of its contents, routing and scheduling.

To him there's no greater peace of mind than to "ship Union Pacific." He knows it's in the best of hands . . . with the equipment and experience to best assure shipments arriving in handled-with-care condition, when and where needed.

Union Pacific's constantly expanded and improved facilities, including modern multi-million dollar, electronic yards to expedite shipments along the way, all add up to . . .

***Freight service at its best
From and to the West!***



Map shows the vast western area served by Union Pacific

**UNION
PACIFIC**
Railroad



Dodge 900 Tractor and Dodge 100 Pick-up.

**Long hauls or short . . . no matter
where your fleet goes, you save money
with Dodge Power Giants!**

Door-to-door bakery service, or toll-road cruising . . . "hurry, hurry" delivery of motion picture film, or super-safe delivery of explosives—every fleet has *different* truck requirements. That's why Dodge builds so many *different* trucks.

Take engines, for instance. Dodge offers Sixes from 113 to 141 hp., V-8's from 204 to 234 hp. Each Dodge *Power Giant* is built for a specific fleet need. Each is designed to save you money on first cost, in economical operation, and by reducing down time and maintenance to a minimum.

The dependable Dodge Six is famous for economy,

of course. The Power-Dome V-8? *It* won a leading automotive magazine's test for fuel economy over the other V-8 pick-ups in the low-priced three!

It's true—there's a fuel-saving, money-saving Dodge *Power Giant* for every fleet need: panels, pick-ups, stakes, forward-control chassis, cab-over-engines, Town Wagons, four-wheel-drives for off-road use, chassis cabs, school bus chassis. Maximum G.V.W.'s range from 5,100 to 46,000 lbs., maximum G.C.W.'s from 30,000 to 65,000 lbs.

Better talk with your Dodge truck dealer—see which *Power Giant* would save the most money for you!

DODGE *Power Giants*

Circle No. 3 on Card, Facing Page 49, for more information

"BALANCE" IS OUR MIDDLE NAME

PERCENT OF BALANCE

	INDIANAPOLIS	WICHITA	KANSAS CITY	CHICAGO	TOPEKA
BOSTON	100%	98%	97%	100%	99%
NEW BRITAIN	96%	95%	94%	99%	98%
NEW YORK	94%		96%	94%	
ALBANY	98%			97%	
NEWARK	97%		100%		95%
ROCHESTER		94%			
	98%	100%			
	96%	97%			
SPRINGFIELD	95%	94%	95%		95%
BUFFALO	99%	95%	98%	96%	98%
PHILADELPHIA	94%	99%	94%	99%	95%
			95%	94%	97%
				95%	98%
				94%	97%

ST. LOUIS - INBOUND
ST. LOUIS - OUTBOUND

SPECTOR[®] MID-STATES

WE DIDN'T SEE OUR BIGGEST ASSET right off! It took about a half year after the merger was signed, sealed and going.

We were proud of our comprehensive coverage—"15 of the top 20 markets of the nation . . . service to more than 20,000 communities"—we told the transportation world in our publicity and advertising. We pointed to our experienced organization, our new ability to take up research and development, to acquire new road and handling equipment, to perform a full "Customerized" Service. No, we didn't, then, appreciate our biggest asset.

Balance.

When we took a good second look at the map of our merged authority, it came to us. We had an operation in *perfect distribution balance*. Each of our terminal cities was a major market. The volume of freight flowing into and out of each had a rare balance (and despite the aches and pains of blending 3,000 persons into a single enterprise, one thing helped most—our balanced movement between the East and Midwest and beyond.)

Getting a trailer to you for a truckload or volume shipment is no trick at all. Keeping your small shipments moving consistently . . . on hourly schedules to *all* of our points *demands* a balanced operation.

We have it . . .

we're ready, willing and eager

TO GIVE YOU THE BALANCED LTL PACKAGE

**you need to compete
in today's market**

**Taking your small shipments
where they're needed . . .**



**when they're needed
to 20,000 markets**



TERMINALS IN: Albany Aurora Baltimore-Washington Boston Bridgeport Buffalo Chicago Cleveland Decatur Eau Claire Indianapolis Kansas City Milwaukee New Britain New York Newark Peoria Philadelphia Providence Rochester Rockford St. Louis St. Paul-Minneapolis South Bend Springfield (Mass.) Topeka Wichita Worcester

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GOOD WAY TO LOWER YOUR INVENTORY— SHIP UNITED AIR FREIGHT



Your inventory seeks its lowest practical level when you ship by United Air Freight.



You can centralize operations, replenish stocks on demand in a matter of hours. No need to maintain costly warehouses in all your markets. You can reserve air freight space on one of United's more than 900 daily passenger or all-cargo flights. And you can depend on United's fleet-wide radar for top on-time performance.



Add to these features the low packaging and insurance costs, nation-wide market coverage and personalized service that begins the minute you telephone, and you have distribution unmatched in efficiency.



The cost? United shippers report over-all distribution costs are actually lowered by shipping United Air Freight. Ship United and see for yourself.

*For service or information, call the nearest
United Air Lines representative or write Cargo Sales Division,
United Air Lines, 36 South Wabash Avenue, Chicago 3, Illinois.*

**It costs no more for extra dependability
—on United, the Radar Line**





CHUTING THE NEWS

Canadians Elect Shortliffe At 38th Annual Convention

J. N. Shortliffe, Edmonton, was named president of the Canadian Warehousemen's Association at its recent 38th Annual Convention at the Seignior Club, Montebello, Quebec. He succeeds E. P. Carr, of Toronto. The Association held its largest conference to date, with delegates attending from Great Britain and the United States.

W. Frank Kenwood, Montreal, was elected vice-president, and J. M. Atwell, of Toronto, treasurer. The three principal divisions of the Association, Merchandise, Refrigerated and Household Goods, will be headed by Bryon Lund, Vancouver, H. W. Ashley, Toronto, and W. J. McKeag, Winnipeg.

CWA regional directors named were: British Columbia, R. K. Arkley, Vancouver; Alberta, R. A. Hayter, Calgary; Saskatchewan, E. M. Jones, North Battleford; Manitoba, J. A. Whitmore, Winnipeg; Ontario, W. P. Cassels, Toronto; Quebec, C. R. Davies, Montreal; N.B. & P.E.I., E. Lyle Wallace, Moncton; N.S. & Nfld., J. L. Minshall, Halifax.

Dr. Edmund A. Nightingale, professor of economics and transportation, School of Business Administration, University of Minnesota, is the new chairman of the Education and Research Committee of The Associated Traffic Clubs of America. He succeeds R. A. Ellison, manager of the Transportation Department, Cincinnati Chamber of Commerce.

Senate Passes Smathers Bill Dealing with Crisis In Rail Industry; Committee Acts on House Bill

The Senate on June 11 passed the Smathers bill, S. 3778, along with two amendments. This is the bill intended to deal with the problems in the railroad industry.

Senator Richard B. Russell's amendment, which gives state regulatory agencies exclusive control over discontinuance of intra-state trains, passed

with the bill. The second amendment, introduced by Senator John J. Williams, deleted the entire section which would have allowed carriers to set up tax deferred construction reserves. The Senate Interstate and Foreign Commerce Committee agreed to the latter action since it dealt with tax and revenue matters.

Senator George A. Smathers indicated that this provision may be incorporated with a tax revision bill to be introduced later.

On June 12, the House Interstate and Foreign Commerce Committee ordered favorably reported H.R. 12832, the bill introduced by Rep. Oren Harris. This bill is similar in many respects to the Senate-passed bill.

Amendments introduced by the committee would change provisions covering discontinuance of service and those dealing with agricultural exemptions.

In another legislative development dealing with railroads, the Senate Committee on Rules and Administration, on June 11, approved a resolution providing \$100,000 for a study of transportation policies. The funds are to be used for a complete study of government assistance to various forms of transportation, mergers, and public and defense needs in passenger service.

(Please Turn Page)

Container Standard Meeting

All groups and organizations interested in the development of standards for shipping container sizes have been invited to a July 30 meeting to plan this type of work. The meeting is to be held under American Standards Association procedures. The committee will consider pallets, cargo containers, and detachable vans. The American Society of Mechanical Engineers and the American Material Handling Society are joint sponsors of the project.

The 10th Annual Summer Meeting of the Truck Trailer Manufacturers Association will be held July 14-16. Sessions are to be held at The Homestead, Hot Springs, Va.

Stockpile Policy Revised

The Federal policy for stockpiling strategic and critical materials has been revised, according to a recent announcement by Gordon Gray, director of defense mobilization. Basically, the changes are to remake the stockpiles for a three-year instead of a five-year emergency.

Chuting the News . . .

(Continued from Preceding Page)

Local Cartage National Conference Elects Grubbs President During Annual Convention

Harry L. Grubbs, Jr., of Jacobs Transfer Co., Washington, D. C., was elected president of the Local Cartage National Conference at its 15th Annual Convention in Atlantic City, N. J.

He succeeds Leonard Hamm, of Daniel Hamm Drayage Co., St. Louis, Mo., who became chairman of the Board.

Officers re-elected by the LCNC are: William E. Patterson, Buffalo, N. Y., vice president of the Pickup and Delivery Section; W. A. Kortenhuis, Newark, N. J., vice president of the Short Haul Carriers Section; Richard T. Murphy, St. Paul, Minn., first vice president; R. L. Winsky, Kansas City, Mo.; Dawn Q. Snyder, Indianapolis, Ind., vice president of the Cartage Assembling and Distribution Section; Garrett P. Kiely, Newark, N. J., vice president of the Retail, Parcel and Commercial Delivery Section; and W. P. Thorpe, Jr., of Detroit, Mich., treasurer.

William Kennedy, of St. Louis, Mo., was elected vice president of the Truck Leasing and Contract Haulers Section.

The officers of the Heavy and Specialized Carriers Section also were re-elected. They are: Richard T. Murphy, St. Paul, Minn., chairman; William McDade, Baltimore, Md., vice chairman; and W. Clay Fiske, El Paso, Texas, treasurer.

The Conference went on record as favoring ICC regulation of the exempt commercial zones. General counsel for the group was directed to file with the ICC a petition requesting regulation in these areas.

Packaging, Handling Show

The Western Packaging and Materials Handling Exposition will be held August 11-13 at the Civic Auditorium, San Francisco. More than 150 manufacturers will display the latest improvements in materials, methods, and equipment. An educational clinic will be held on August 12. Free registration cards may be obtained by writing to Clapp and Poliak, Monadnock Building, San Francisco 5, Calif.

St. Lawrence Seaway Tolls Proposed; Hearing Scheduled

The St. Lawrence Seaway Development Corporation and the St. Lawrence Seaway Authority have released to the public the proposed tolls for the new waterway.

The toll proposals may form the basis of recommendations from the Corporation to the U. S. government and from the Authority to the Canadian government.

Main features of the proposals are:

A vessel passing through the entire Seaway (Montreal to Lake Erie) will be assessed six cents per gross registered ton of the vessel, 42 cents per ton of bulk cargo, and 95 cents per ton of general cargo. Domestic package freight of the U. S. and Canada will take the bulk cargo rate.

A vessel passing from Montreal to Lake Ontario will be assessed four cents per gross registered ton, 40 cents per ton of bulk cargo, and 90 cents per ton of general cargo. For partial transit of this seven-lock waterway, the user will be charged 15 per cent of the total charge for each lock transited.

A ship passing only through the Welland Canal will be assessed two cents per gross registered ton, two cents per ton of bulk cargo, and five cents per ton of general cargo. In the Canal, a partial transit will be assessed 50 per cent of the toll irrespective of the number of locks used.

The St. Lawrence Seaway Development Corporation will hold public hearings on the proposal on August 6 at Washington, D. C. Hearing will be held in Ottawa the same day.

Bulk Handling Units



Steel cargo units now are being used in the handling and bulk shipment of malt and grain products by the Rock Island Lines and the Chicago & Eastern Illinois Railroad Co. The units (shown above) were custom-built for this service by the American Car and Foundry division of ACF Industries. The containers are 17 ft long and 8 ft square and can carry approximately 30,000 to 35,000 lb of malt or other grain products.

AMHS, SIPMHE Committee Recommends Groups Merge

The joint American Material Handling Society and Society of Industrial Packaging and Materials Handling Engineers Merger Committee has recommended merging of the two groups.

Before a merger can take place, the board of each group and the membership of each must approve the action.

AMHS has 6000 members in 46 chapters. SIPMHE has 1500 members in 21 chapters. Both are composed of persons interested in materials handling and industrial packaging.

MHI Section Chairmen Named

The Board of Directors of The Material Handling Institute, Inc., has appointed three new product section chairmen. All three will serve on the Board. The chairmen are: J. E. Burch, of Rotary Lift Co., the Pallets and Auxiliary Equipment Product Section; E. W. McDonnell, Economy Engineering Co., the Powerized Hand Lift Section; and Clyde Dean, The Yale and Towne Manufacturing Co., the Industrial Electric Truck Product Section.

Truck Maintenance Workshop



Supervisory personnel responsible for the economical maintenance of equipment supplied by lessor-companies belonging to the National Truck Leasing System, convened in Chicago recently for a two-day Truck Maintenance Workshop. Thirty-eight men registered for the Workshop. The group is shown listening to a panel of engineers from the several major truck manufacturers. Co-chairmen of the Workshop were Haskell Schultz, Indiana Truckleasing Corp., and Walter Neumann, Willett Truck Leasing Co.

Award Winners



Pacific Intermountain Express and California Trucking Association receive award checks as national recognition for outstanding public relations work. T. R. Dwyer, vice president of American Trucking Associations, is presenting checks for Great Dane-ATA sponsors. Left to right are: Parkman Sayward, P-I-E vice president, sales and traffic; E. R. Adams, president, California Trucking Associations; C. V. Bland, P-I-E representative; and Dwyer

Dedication of Two St. Lawrence Seaway Locks To Be Held July 2 with Brucker as Speaker

The dedication of two St. Lawrence Seaway locks near Massena, N. Y., will be held July 2.

Lewis G. Castle, administrator of the Seaway Development Corp., announced recently that Army Secretary Wilber M. Brucker will speak at the Eisenhower lock in the morning and at the Snell lock in the afternoon.

The dedication will mark the opening of the locks to 14-ft navigation. The first ship to transit the 10-mile Wiley-Dondero Ship Channel and the two locks will be the U. S. Coast Guard Cutter Maple. A plaque will be presented to the captain of the first cargo ship to pass through the channel and locks.

Full-scale, 27-ft navigation of the Seaway, Montreal to Lake Erie, is expected to start next April.

The St. Lawrence Seaway Authority of Canada recently put into service its new Seaway locks at Iroquois for 14-ft shipping. Iroquois is the first of the seven new locks to go into operation.

The New York Central System, with its recently inaugurated Flexi-Van Service, is offering second morning delivery in New York and Chicago and overnight delivery between Chicago and Detroit.

The Material Handling Institute has announced establishment of an Industry Awards Program designed specifically for the metal stamping industry. The Pressed Metal Institute worked with MHI in getting the program underway.

Albritton to Head AAR Stores

The Purchases and Stores Division of the Association of American Railroads elected Ottis O. Albritton chairman at its recent annual meeting in Chicago.

Albritton, vice-president, purchases and stores, Illinois Central Railroad, succeeds John S. Fair, Jr., purchasing agent for the Pennsylvania Railroad. The new vice chairman is Edwin A. Bromley, vice president-purchases and stores, of Canadian National Railway.

ICC Studies Leasing by Carriers

The Interstate Commerce Commission is considering a move to permit common carriers to lease vehicles without drivers to shippers. The change would take place as a revision of Section 207.6 (b) of the rules governing lease and interchange of motor carrier vehicles. Under the present rules, only contract carriers may lease vehicles without drivers to shippers. This may be done only if the ICC has approved the contract. Deadline for filing opinions or arguments on the change is July 15.

TAA Backs Exemption Freeze

Support of an immediate freeze on agricultural exemptions has been voted by the Board of the Transportation Association of America.

Meeting recently in Washington, D. C., the Board asked that exemptions in Part II of the Interstate Commerce Act be limited to commodities shown as exempt on the commodity list. They also asked that products shown as non-exempt in Ruling No. 107, with the exception of frozen foods, not be exempt.

(Please Turn Page)

...the News

(Continued from Preceding Page)

Legislative Line-Up

Following is a brief summary of legislative items pending in Washington. The status reported is as of June 17.

ALASKA ROUTES — House Interior Committee reports H.R. 9856, to keep the Alaska International Rail and Highway Commission in operation until Feb. 1, 1960. Bill would authorize the spending of \$300,000 for Commission use.

FOREIGN FREIGHT FORWARDERS—H.R. 479 and related bills affecting ocean freight forwarders remain before House Merchant Marine Committee. Hearings on these are concluded, and no further action has been scheduled.

GOVERNMENT COMPETITION—Subcommittee of House Government Operations Committee has not completed its study of H.R. 1975 and related measures. These bills would establish federal policy as to government competition with private business.

MAIL TRANSPORT—Mr. Church has introduced S. 3960 to authorize the postmaster general to provide for the transportation of mail, and for services in connection therewith by motor vehicle carriers. It has been referred to the Committee on Post Office and Civil Service.

Specifications Erratum

Attention has been called to an error in the 1958-59 DA Industrial Truck Specifications as they appeared in the June issue of this magazine.

The manufacturer's identification was omitted on nine high-lift models appearing on Page 72. The nine, beginning with Line 22 (Model F2W) are manufactured by Erickson Power Lift Trucks, Inc.

The correction can be made in your copy of the Specifications by pasting the type below in its proper position on Page 72.

EricksonF2W
.....	F3W
.....	F4W
.....	FK40
.....	FK50
.....	FK60
.....	FK75
.....	F12R
.....	F16R

Chain Store Traffic League Meets



Members of The Chain Store Traffic League are shown above at their 19th Annual Meeting, in Minneapolis

Chain Store Traffic League Studies Action Needed To Correct 'Deteriorating Railroad Situation'

Members of the Chain Store Traffic League, meeting recently in Minneapolis, Minn., considered what the League could do to improve the "deteriorating railroad situation."

J. M. Cody, general traffic manager, Butler Brothers, Chicago, and chairman of the League's LCL and LTL Merchandise Service Committee, was one of the speakers on the rail problem.

The country's railroads, he said, have spent millions on improving their plants to effect economies within their organizations. In so doing they do not ask how these can help their customers, he said.

Cody also accused the railroads of an unrealistic attitude. Hitting the railroad system of classifying, he compared railroad pricing to merchandising. "In a tight economy when you can't sell something for a dollar, you don't raise the price to \$1.25. You drop it to 90 cents."

G. W. Albertson, general traffic manager, F. W. Woolworth Co., and head of the League Rail Rate and Classification Committee, also spoke on the rail situation. He pointed to a "growing menace of negative thinking" on the part of the railroads and stated that, "as in most businesses, volume can cure many of the financial troubles of the railroads."

The League advocated a single agency to handle all types of small shipments—mail, express, ltl, and lcl. There is a definite need for the railroads to take the initiative and either improve the express company, effect consolidations, or coordinate through hauls with motor carriers, the League said.

Roy Milbourne reported for the New York Central on the railroad's new Flexi-Van Service.

The League called for repeal of Public Law 199 which tightened parcel post size and weight limits. The new restriction on package size is 72 united inches and maximum weight of 20 and 40 lb.

All present officers were re-elected. They are G. L. Moran, president; A. G. Milligan, eastern vice president; G. O. Wilson, western vice president; H. L. Glasgow, southwestern vice president; F. M. Daly, chairman of the executive committee.

Haynes Re-elected by Central TTC

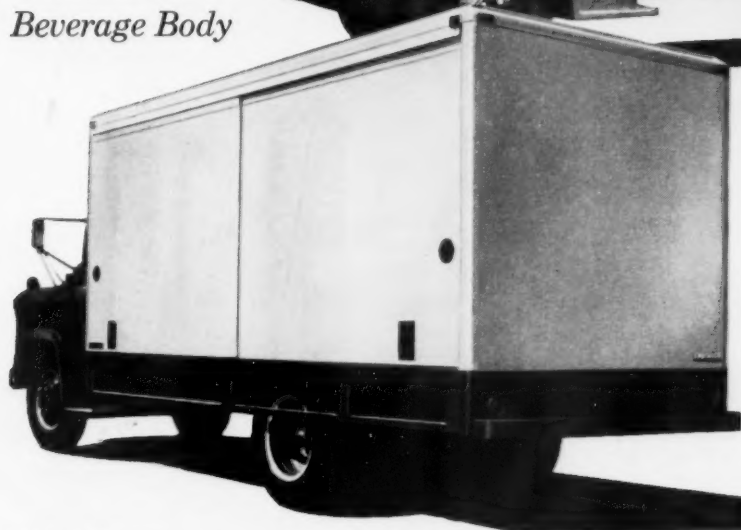
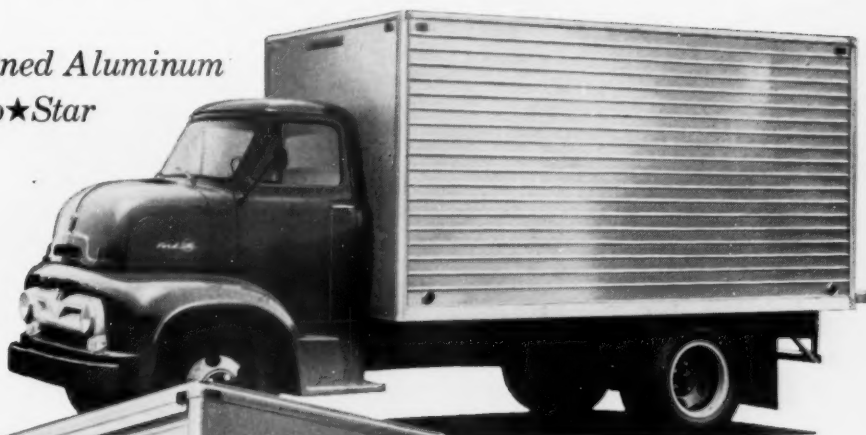
James P. Haynes, Transportation Division manager, Louisville, Ky., Chamber of Commerce, was re-elected president at the recent annual meeting of the Central Territory Traffic Conference. Other officers re-elected at the Milwaukee, Wis., meeting were: Charles M. Donley, Pittsburgh, vice president, and Harold T. Reed, Milwaukee, secretary-treasurer.

(Please Turn to Page 60)

The Best Get Better!

*New, Redesigned Aluminum
Cargo★Star*

*New, Longer
WorkSaver
Beverage Body*



Cargo★Star...

New Features, New Options, New Sizes!

- ★ 3 panel types—beaded, exterior post, and smooth
- ★ Lengths from 9 to 24 feet in 1 foot increments
- ★ Inside heights of 75½" up to 90"
- ★ 91" and 96" wide bodies
- ★ Lower prices on door options
- ★ Full height 78½" rear opening on extra-height bodies
- ★ Full width 85" rear opening on 96" over-all-width bodies
- ★ Steel or aluminum crossmembers
- ★ Heavy duty rear corner posts
- ★ Wider bead spacing available
- ★ Added leak-proofing
- ★ Open top units
- ★ Brighter exterior aluminum panels

WorkSaver...

16' UNIT...

★ Accommodates larger size pallets and bigger cargoes in hand-loading operations ★ 2 sliding doors each side ★ Eight 46"-wide compartments ★ Mounts on any conventional chassis with 120" to 126" cab to axle dimensions ★ Removable compartment separators for added flexibility

14'5" UNIT...

★ Three sliding doors each side ★ Full sliding rear doors ★ Eight 39½"-wide compartments ★ Mounts on any conventional chassis with 102" to 111" cab to axle dimensions ★ Removable compartment separators for added flexibility



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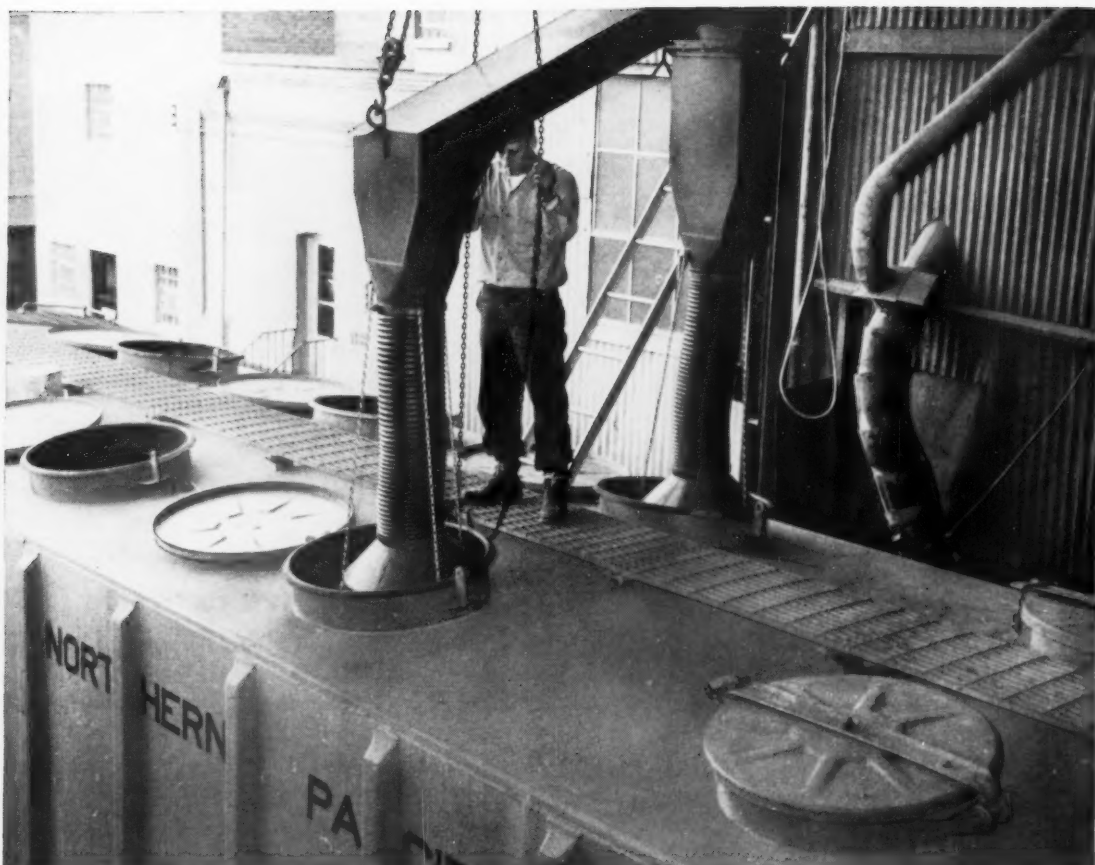
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COMPANY _____

ADDRESS _____

CITY _____ STATE _____

Circle No. 4 on Card, Facing Page 49, for more information



1

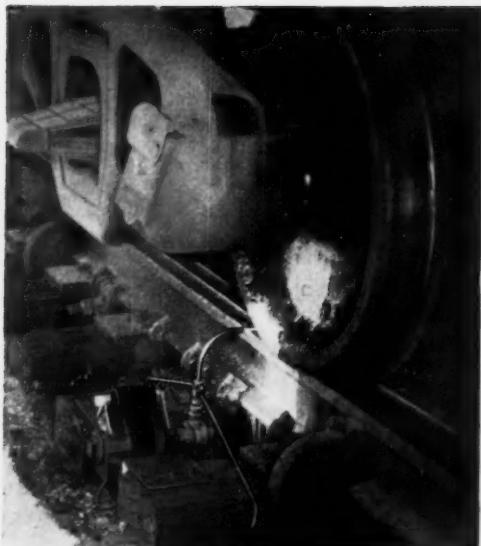


1 **FILL 'EM UP!** Northern Pacific's jumbo covered hoppers carry up to 3000 cu. ft. of commodities such as malt, soybean meal, fish meal, silicon carbide, salt, lime, malting grits, animal feed, starch, roofing granules, powdered coke, arsenic, fertilizer, sugar beet pellets and cement. For sanitary bulk shipments of foods for human consumption, Northern Pacific offers its new airslide hoppers with plastic linings, weatherproof seals and low pressure air agitator for quick unloading.

2 **LITTLE SQUIRT DOES A BIG JOB!** This automatic paint pump plays an important role in NP's push-button freight yard at Pasco, Washington. Part of a complex track installation which detects broken flanges, the pump sprays yellow paint on wheels which need repairs, prevents derailments and costly interruptions to service.

3 **OUT ON A LIMB.** He's checking connections along NP's new 2000 mile transcontinental dial telephone system, one of the longest private lines

NORTHERN PACIFIC-



2



3



4

in the U.S. The automatic hookup now links 650 Northern Pacific telephones and speeds information about freight movements.

4 **WHATEVER YOU SHIP,** Northern Pacific offers a truly progressive approach to freight hauling—backed with the kind of modern service and dieselized equipment that mean fast, dependable delivery. Call your nearest NP traffic representative, or write Otto Kopp, Vice President-Traffic, Northern Pacific Railway, St. Paul 1, Minnesota.



really terrific!

Men in the News

Traffic

W. J. Borth—appointed materials manager, Stauffer Home Reducing Plan. He will be in charge of materials, purchasing and transportation operations in Chicago, New York and Little Rock, Ark.

James A. Schlipp—appointed director of purchasing and traffic, Refractory Div., H. K. Porter Co., Inc., Pittsburgh.

Harry H. Ross—new traffic manager, Canadian Cannery Ltd., Hamilton, Canada.



John R. Dalton—new traffic manager, Leader Iron Works, Inc., Decatur, Ill.

Stanley J. Hilliard—promoted to regional traffic manager, Archer-Daniels-Midland Co., Kansas City, Mo.

Dr. Edmund A. Nightingale—newly appointed chairman of the Education and Research Committee, The Associated Traffic Clubs of America.

Harry Komar—new traffic manager, Sears, Roebuck & Co., Chicago.

Transportation—Air

Walker Lee Cisler—elected to the Board of Directors, American Airlines, Inc.

Eugene Roessner—appointed U. S. cargo manager, Irish Air Lines.

Joseph D. Blatt—named regional administrator of CAA's First Region,

covering the Northeast portion of the country.

Ora W. Young—named assistant to the administrator for Jet Age Planning, CAA.

—Highway

Albert A. Fowler, Jr.—elected president, Indianapolis-Kansas City Motor Express Co., Kansas City, Mo.

Robert Feder—appointed general sales manager and Roy L. Eyster—new general traffic manager, Be-Mac Transport Co., Inc., St. Louis, Mo.

R. Gordon Thorpe—appointed area sales manager for the newly-created Central Area of Brown Trailer Div., Clark Equipment Co., Spokane, Wash.



Frank DeShon (left)—elected vice president-general manager and **Robert D. Hill (right)**—new vice president-Finance, Fruehauf Trailer Co., Detroit.

Edward Minick and Edward Latimer—new vice presidents, Spector-Mid-States, Chicago.

(Please Turn to Page 62)

Exhibitor Signs Contract



As John Mount (left) of Philadelphia, national president, Society of Industrial Packaging and Materials Handling Engineers, points to the dotted line, C. J. Corso, Exhibits and Display Manager of Union Bag-Camp Paper Corp., prepared to sign one of the first contracts for exhibit space in the SIPMHE 13th Annual Industrial Packaging, Handling and Shipping Show in the Chicago Coliseum next Oct. 14-16. E. C. Gripenkerl of Montclair, N. J., SIPMHE Eastern Region director, holds show floor plan

Honorary Commodores



Archer G. Milligan (left), traffic manager for The Sperry and Hutchinson Co. and **Grant Moran (center)**, traffic manager at Western Auto Supply Co., Inc., recently were appointed honorary commodores of the Minneapolis Aquatennial by Ellsworth Johnson, Aquatennial Commodore. Mr. Moran is president of the Chain Store Traffic League and Mr. Milligan is Eastern vice president of the League

Coming Events

July 14-16—Truck-Trailer Mfrs' Assn., 10th Annual Summer Meeting, The Homestead, Hot Springs, Va.

July 17-19—Allied Van Lines, Inc., The Greenbrier, White Sulphur Springs, W. Va.

Aug. 11-13—Western Packaging & Material Handling Exposition, Civic Auditorium, San Francisco.

Aug. 24-28—Irregular Route Common Carrier Conference, Technical School for Refrigerated Motor Carriers, Michigan State University.

Sept. 9-10—Air Freight Cartage Conference, Annual Convention, Chicago.

Sept. 10-11—American Society of Traffic and Transportation, Annual Meeting, New York City.

Sept. 15-19—Instrument Society of America, 13th Annual Instrument-Automation Conference & Exhibit, Convention Hall, Philadelphia.

Sept. 17—Southeastern Warehousemen & Movers' Assn., Roosevelt Hotel, New Orleans, La.

Sept. 22-24—The Materials Handling Institute, Inc., The Greenbrier, White Sulphur Springs, W. Va.

Sept. 29-30—Associated Traffic Clubs of America, 35th Annual Meeting, Sheraton Palace Hotel, San Francisco.

Sept. 30-Oct. 2—4th Joint Military-Industry Packaging & Materials Handling Symposium, Washington, D. C.

Oct. 7-9—National Assn. of Shippers, Advisory Boards, Annual Meeting, Pittsburgh.

Oct. 9-10—Southeastern and Southwestern Chapters, National Assn. of Refrigerated Warehouses, Joint Meeting, Roosevelt Hotel, New Orleans.

Oct. 13-15—Packaging Institute, 20th Annual Meeting, Edgewater Beach Hotel, Chicago.

Oct. 13-16—SIPMHE, National Industrial Packaging, Handling and Shipping Show, Competition and Short Course, Coliseum, Chicago.

Oct. 16-19—Missouri Warehousemen's Assn., Inc., Chase Hotel, St. Louis, Mo.

Oct. 19-23—New York State Warehousemen's Assn., Inc., The Concord Hotel, Kiamasha Lake, N. Y.

Oct. 25-26—Delta Nu Alpha Transportation Fraternity, Inc., Annual Meeting, Pittsburgh.

Oct. 27-31—Freight Loss & Damage Prevention Section, AAR, 14th Seminar, AAR Research Center, Chicago.

Nov. 9-12—National Defense Transportation Assn., Annual Meeting, St. Louis.

Nov. 16-21—American Trucking Associations, Inc., Annual Convention, Miami Beach.

Nov. 17-20—National Association of Railroad and Utilities Commissioners, Annual Convention, Phoenix, Ariz.

Nov. 20-21—National Industrial Traffic League, Annual Meeting, Hotel Commodore, New York.

Shippers' Advisory Boards

July 9-10—Midwest, Milwaukee, Wis.

July 30-31—Northwest, Duluth, Minn.

Sept. 10-11—Southeast, Chattanooga, Tenn.

Sept. 10-11—Allegheny, Youngstown, Ohio.

Sept. 11-12—Pacific Coast, Long Beach, Cal.

Sept. 16-17—Ohio Valley, Louisville, Ky.

Sept. 18-19—Trans-Missouri-Kansas, Tulsa, Okla.

Sept. 18-19—New England, Dixville Notch, N. H.

Sept. 24-25—Atlantic States, Elmira, N. Y.



*He could sell by the
carload in Cleveland—*

**in Memphis
his magic
missed!**

Memphis was a soft-spot in the sales of this manufacturer's underarm deodorants. Yet Memphis is a better year-'round deodorant market than Cleveland. So what was more logical, thought the general sales-manager, than transferring Dick Starkler, with his fabulous Cleveland record, to Memphis—?

Dick wasn't eager. It meant a shift for his whole family. It meant selling his home. Finding a new one. Dislocations for the kids, too — switching from one school to another in mid-term.

Dick moved. Not eagerly . . . but he moved. And right there the disappointments began. Dick's record in the Memphis territory was far below his stellar Cleveland performance. Far below his quota. Far below the potential of the market. It was almost as if he were another man . . .

The truth is—Dick *was* another man. He *was* having

difficulties in merging his family into the new community, in spite of the noted hospitality and progressiveness of Memphis. And he wasn't getting much help from his company. He was disappointed, disturbed, upset . . . and those things don't contribute to energetic, imaginative selling!

New Light on Transferring Business Brains

Greyvan—as a leader in the business of moving households effects for transplanted company personnel—has made the country's first Continuing Study of a real and vital problem: the Human side of personnel-moving.

THROUGH independent research organizations, and through the generous cooperation of leading businesses most experienced in moving their employees, we've found many answers to problems of loss of personnel in re-locating. Our initial findings are yours for the asking . . .and further data will be forthcoming soon.



LONG-DISTANCE MOVING & STORAGE

GREYVAN LINES



THE GREYHOUND MOVERS

General Office: 57 West Grand Avenue, Chicago 10



Try

B&O TOFCEE

B&O Trailer-on-flat car freight, with its far flung service tapping 22 states and the District of Columbia, is a good bet *for you*. Trailer loads move on dependable, fast-schedule trains, in all kinds of weather. Speedy, door-to-door service is assured by efficient coordination of pick-up and delivery with rail haul.

TOFCEE handling facilities, trailer types and service areas are constantly being expanded to keep pace with the increase in trailer tonnage being moved. Let TOFCEE serve you. **Ask our man!**



BALTIMORE & OHIO RAILROAD

Constantly doing things—better!

WASHINGTON

By Ray M. Stroupe, *Chilton Washington News Bureau*



FUNDS VOTED FOR ICC—Budget for the ICC in the fiscal year just beginning will run to about \$17 million. That sum would be midway between the amounts approved by the House and Senate, respectively. The agency had asked for \$17.5 million. But ICC operated on a \$16.75 million budget in the year now ended and presumably knows where the cost line must be held. ICC may have to trim some of its projected personnel and equipment changes.

EXPAND RESERVE UNITS—The ICC regional offices are likely to add National Defense Executive Reserve units within the next year. A new government policy permits agencies to organize reserve units in the field, as well as at national headquarters. In the reserve are executives from civilian life who agree to report for government duty in a national emergency. Fourteen federal agencies have set up reserve units in Washington.

PUSH RAIL LOAN PLANS—Capitol Hill support is gathering for some form of federal loan guarantees for railroads. S. 3778, the Smathers bill, would permit guarantees of up to \$700 million in private loans, part of which could go for operating expenses. Rep. Harris, D., Ark., counters with his bill, H. R. 12832, to allow guarantees of unlimited loans for capital improvements and maintenance only. A compromise of these plans appears likely.

DISPUTE RATE POLICY—At odds over the ICC ratemaking policy are the Senate Commerce Committee and Commerce Secretary Weeks. The committee amends S. 3778 to forbid the ICC to keep up the rates of one carrier to protect another form of carriage. But Mr. Weeks favors language that would confront the ICC with only two major decisions: Whether the proposed rates will cover carrier costs, and whether the rates will "unreasonably" restrain trade.

GETS REROUTING TASK—Authority to divert and reroute freight cars is given again to Charles W. Taylor by the ICC. Mr. Taylor is director of the ICC Bureau of Safety and Service. He may reroute loaded and empty cars between any U. S. points if an emergency stops a railroad from moving traffic over its lines. The ICC authority covers diversion and rerouting up to midnight, May 25, 1959.

RULES AGAINST HOT CARGO—Hot cargo clauses in labor-management agreements cannot be enforced by law, U. S. Supreme Court holds. This decision was revealed on June 16. Trucking firms often are beset by hot cargo clauses, under which union drivers refuse to handle goods from an "unfair" shipper. One case before the court, from Oklahoma City, involved American Iron & Machine Works vs. International Assn. of Machinists and Teamsters Union. The other was a dispute between Sand Door & Plywood Co. and United Brotherhood of Carpenters, in Los Angeles.

ICC SUSPENDS TARIFFS—Planned lower rail rates on some western lumber shipments are studied closely by the ICC. The new tariffs are ordered suspended until Dec. 20, while the investigation is made. This order reverses an ICC suspension board decision to let the rates take effect. They would apply to shipments between California, Oregon, and Arizona points. Truckers and water carriers objected to the rates.

PARTS STOCKS ARE OUT—Costs of transporting and storing spare parts for the L-27A aircraft are being trimmed by the Air Force. All 160 of these aircraft in the Air Force fleet are to be based within the U. S. As the L-27A is the military version of the Cessna Aircraft Co. 310-B, commercial dealers will stock parts. Units using the L-27A, a five-place, twin-engine plane, can go to the nearest Cessna dealer for parts.

ATTACKS UNION FEES—Sen. Thurmond, D., S. C., would outlaw the collecting of fees by labor unions for unloading trucks. His bill, S. 3922, would ban such collections. Sen. Thurmond says Teamsters Union locals in a number of cities where farm produce deliveries are heavy impose fees on truck drivers. But the principal burden, he adds, falls on the shipper, the farmer, and the consumer, in the form of higher prices.

MAY CUT CARRIER TAXES—Transportation tax reform by Congress was seen as a clear possibility in June. Sen. Smathers, D., Fla., arguing strongly for repeal, reminds the Senate that the excises affect "almost every item" of daily living. Though the freight tax yields more than \$400 million in annual revenues, repeal actually may produce higher cash returns, he suggests.

(Please Turn to Page 57)



NOW!... Flexi-Van Service expands to new market areas:

Joliet, Kankakee and Albany-Troy-Schenectady, in addition to New York and Chicago

Central's Flexi-Van Service puts your plant on the main line of the New York Central and offers you the advantages of the truck for door-to-door pick-up and delivery plus speed and dependability of rail transportation.

You can take advantage of this new Flexi-Van Service whether your plant is located on-line or off-line.

This responsibility for local truck pick-up and delivery and rail transportation assures you of better, faster and complete service under one integrated transportation system.

2nd-morning delivery

Flexi-Van shipments picked up within the New York City Terminal Area or Albany-Troy-Schenectady Area will be delivered within the Chicago Terminal Area or to Kankakee, or Joliet during 2nd morning. Eastbound traffic from these three points also delivered on 2nd morning.

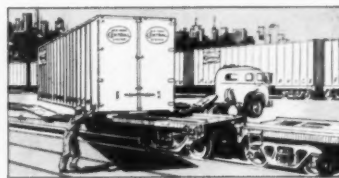
A New York Central Exclusive

Flexi-Van Service is operated exclusively by the New York Central in the area served by the railroad. For complete information write or phone New York Central, 466 Lexington Ave., New York 17, N. Y. Tel. MUrray Hill 9-4637. In Chicago, La Salle St. Station, Chicago 5, Ill. Tel. WAbash 2-4200. In Joliet, Tel. 6-5238. In Kankakee, Tel. 3-6651. In Albany, Tel. 4-4334 or 5-6211. In Schenectady, Tel. Dickens 6-6481. Ask for Flexi-Van Service.



From shipping platform...

Flexi-Van picks up your shipment on schedule. You take advantage of the flexibility of the local truck at your shipping door. Loads as heavy as 42,000 lbs.



to rails...

At the railroad terminal, one man slides the loaded Flexi-Van off the truck wheels onto special flat car in about 4 minutes. This adds up to speedier, more dependable service.



your freight highballs...

Flexi-Van loaded on Central's fast freight trains maintains 2-morning deliveries between New York and Chicago. Now to Joliet and Kankakee, and Albany, Troy and Schenectady.



to receiving platform...

Flexi-Van shipments are delivered promptly upon arrival of freight train. You are advised 24 hours in advance when a Flexi-Van shipment will arrive at your receiving platform.

New York Central Railroad

On the Line—



A New Member of the Team

A few weeks ago, we received a letter from a cherished reader who took exception to our May editorial, "Caught Off Second Base." (See Page 23.) His theme was, "... we are in an era of specialists."

"The traffic manager today must have knowledge of many fields..." he admitted. "But," he concluded, "he should not be expected to give expert opinion on these other fields."

We certainly agree. The vice president mentioned in that editorial apparently did, too. Probably that's why he gave the TM the site selection assignment. He properly assumed that the traffic manager, as a specialist, should advise management on that subject.

If the TM had approached other specialists, his report would have been just what management wanted—and eventually got the hard way.

As we saw it, his suggestion made a hit. He got to first base but couldn't make second.

Of course, "we are in an era of specialists." Most remain specialists until they retire. But managers must have broader qualifications—and top executives still broader ones.

Even magazines specialize. But as a management publication, *DISTRIBUTION AGE* covers all operational phases of the physical distribution of the nation's commodities.

Now we ask your indulgence to quote another traffic manager: "We, too, have periodic staff meetings in our plant. They used to bore me because most of the discussions concerned the design, manufacture and sale of our product. I used to feel that I didn't belong."

"Then something happened that changed my attitude. One of our department heads got pro-

moted to vice president. In announcing it, the president said, 'I'm sure this doesn't come as a surprise. For years, at these meetings as well as at his desk, he contributed many good ideas which proved of great value to the company.'

"There were other remarks, but those made an indelible impression. This man contributed something at every meeting, while I sat there like a wooden Indian. I was quite sure that everybody thought I was pretty stupid."

"Mentally, I reviewed the proceedings of the last few meetings. When the comptroller talked about costs, he covered all areas; labor, materials—even mine, transportation costs."

"The purchasing agent talked about costs, too; even in my terms. So did the sales manager, and the top executives. Even in shipping matters I wasn't exclusive. The production manager, sales manager, purchasing agent, and others talked about pneumatic dunnage, containers, tare, etc. They were well informed."

"I always considered myself a professional person, a specialist. I never thought I could become interested in machines and manufacturing processes. I have. Since that promotion announcement, I have spent every available minute in the shop studying our manufacturing operations."

"So far, I have offered two acceptable suggestions at our meetings—and in words that, six months ago, were foreign to my vocabulary. I was pleased. I think management was, too."

"Best of all, now I feel as though I am a member of the team, not a wooden Indian."

What more can we add?

A. W. Greene
EDITOR

Yakkety-Yak

Of course, some fellows are groomed for the big jobs.

Personnel Manager: "Now, don't gripe, Bill. You know he's the boss's son and I've got orders to carve out a career for him."

TM—"All he does around here is hang on the 'phone all day, calling

up his girl friends."

PM—"Good! Make him a Communications Manager."

PULLER—Banker: "How did your son do with his dental exams?"

Warehouseman: "Flunked everything but extractions."

Banker: "That's too bad. What's he going to do?"

Warehouseman: "Specialize on extractions."

STICKER—Blondie: "I'm a transportation specialist."

TM: "What do you do?"

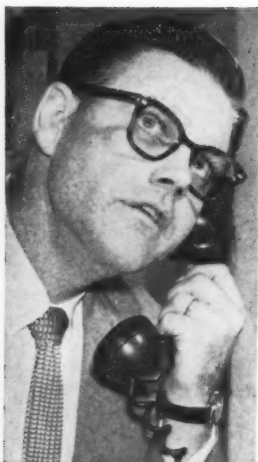
Blondie: "I paste special delivery stamps on packages."

NICKER—Cashier: "I hear your son graduated from medical school. Congratulations!"

Treasurer: "Thank you. He's going to be a specialist."

Cashier: "Oh? What will it be?"

Treasurer: "Money."



RIGHT ON SCHEDULE, SIR!

Good news for any shipper—these welcome words from his Ringsby service representative. Follow-through is this man's specialty, from original pickup order to final delivery. At his fingertips lie Ringsby's transcontinental teletype network... radio-controlled pickup and delivery fleets... the whole vast resources of the Ringsby Rocket System, to ride hard on your freight every mile of the way! Ringsby's customer relations people are carefully trained to serve your needs... provide the necessary control even on your smallest LTL shipment. Tight schedule? Tricky cargo? Next time call this "can do" man... ship it Ringsby Rocket—the fastest distance between two docks.

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GENERAL OFFICES: 3281 Ringsby Court • Denver 5, Colorado

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Electric Protection Services **FIRE • BURGLARY • HOLDUP**

**Automatic Fire Detection
and Alarm Service**
**Sprinkler Supervisory
and Waterflow Alarm Service**
**Watchman's Supervisory and
Manual Fire Alarm Service**
**Industrial Process and Heating
System Supervisory Service**
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Holdup Alarm Services**

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Central Stations in All Principal Cities

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LETTERS TO THE EDITOR

Handling Manual

To The Editor:

We would like to obtain a copy of the "Storage and Materials Handling Manual" mentioned on Page 40 of your April issue, in the article, "Training and Experiment—Two Keys to Safe Shipping." Please let us know from what agency of the Armed Forces we can secure one.

Allan Fredhold

General Manager

General Logistics Div.,

Aeroquip Corp.

Pasadena, Calif.

The manual, published jointly by the Army, Navy, Air Force, and Marine Corps, is on sale through the Superintendent of Documents, U. S. Government Printing Office, Washington 25, D. C. Price is \$3 per copy. The Army's designation for the manual is TM 43-200.—The Editor.

Pallet Slide Rule

To The Editor:

We have your Pallet Pattern Slide Rule for interlocking patterns for 40 x 48 in. pallets. Do you have this rule for interlocking patterns for 36 x 48 and 48 x 48 in. pallets?

Joe Lang

Arctic Ice Co., Inc.

Plant City, Fla.

Pallet pattern selection slide rules for the two sizes requested above do not exist. It is our understanding that the Navy people who developed the original rule are working on additional sizes. As soon as they become available, it will be announced in DISTRIBUTION AGE. In the meantime, DA has had the original rule reprinted on heavier stock. Free copies are available through this office.—The Editor.

Transloading

To The Editor:

The article on transloading in the May issue of DISTRIBUTION AGE is particularly interesting because it does give a summary of the transloading services available.

I do want to call attention to the fact that, insofar as the L&N Railroad is concerned, the article may be misleading. It definitely creates an impression that our transloading service is confined to traffic "consigned to L&N destinations south of Nashville, and destinations served by the Central of Georgia."

Actually, a much wider destination territory is permitted. Assuming that Mr. Oeschner's story was prepared in March of this year, our tariff at that time provided for transloading cars to the following:

Destinations on the A&WP Rail-

road, Georgia Railroad, and Western Railway of Alabama.

To Atlanta, Ga., in connection with the ACL, SAL, CofGa., and A&WP.

To Baton Rouge, La., in connection with the IC or L&A.

To Jacksonville, Fla., in connection with the ACL, CofGa., MD&S, and SAL.

To Savannah and Port Wentworth, Ga., in connection with the ACL, GaRR, S&A, CofGa., A&WP, and SAL.

To Memphis, Tenn., via L&N direct.

Our tariff is now in the process of amendment to include as destination territory points in the Florida peninsula served by the ACL, FEC, and SAL Railroads, points in Alabama, Georgia, North and South Carolina, on the ACL Railroad, and points in Alabama and Georgia, with certain limitations, served by the SAL Railroad.

J. R. Barry

Asst. General Traffic Manager
Louisville & Nashville Railroad Co.
Louisville, Ky.

Caught off Base

We must take exception to your editorial "Caught Off Second Base" in the May issue of DISTRIBUTION AGE.

There are few one-man shows today. Rather, we are in an era of specialists. For example, even the very smallest companies must engage the services of a tax specialist or face certain ruin. Certainly the traffic manager cannot be excused for not furnishing accurate and reliable information regarding all transportation services. However, to charge him with the responsibility of workmen's compensation, taxes, utilities, etc., was very unfair.

The company in question apparently employed a personnel manager, treasurer, attorney, and plant manager, who are specialists in their particular fields. Why then charge the traffic manager with incompetence in these fields?

The old adage "Jack of all trades, master of none" is more true today than when it was coined. The traffic manager today must have some knowledge of many fields: Accounting, purchasing, sales, law, materials handling, etc., in order to weigh the effects any particular move will have on transportation or vice versa. But certainly he should not be expected to give an expert opinion on these other fields.

R. J. Stoddard

Mgr., Traffic Dept.

Tractor & Implement Div.,

Ford Motor Co.

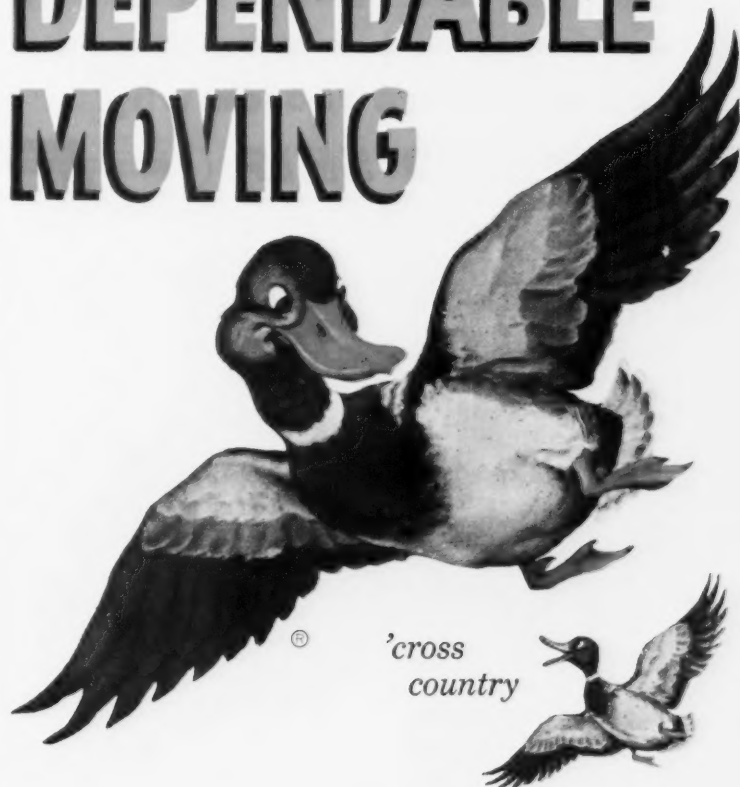
Birmingham, Mich.

Rail Situation

In a discussion among transportation people and shippers, mention was made of a railroad merger. It was agreed that it was a good idea, but one "wag" said, "but what will happen to the one railroad president." This sometimes seems to be the main consideration.

(Please Turn to Page 94)

DEPENDABLE MOVING



"Allied's sure our good friend"

It's so much easier for you . . . and safer for your things when you move with Allied—the No. 1 specialist in long distance moving (packing and storage, too). He'll handle all the details, from packing bric-a-brac to arranging furniture. Your goods are moved with expert care, and right on time!

FREE BOOKLET—Ask your Allied Mover for your copy of "Before You Move," a helpful booklet on trouble-free moving. Look for his name in the Yellow Pages under "Movers."



CALL YOUR ALLIED MOVER



ALLIED VAN LINES, INC. • WORLD'S LARGEST LONG-DISTANCE MOVERS

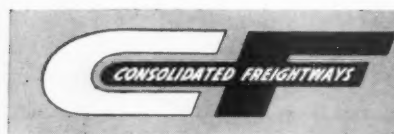
Here's one more reason why
IT PAYS TO SHIP



Mechanized terminal freight docks are just one of the many ways CF keeps your shipments moving quickly, safely and economically. Freight is handled systematically and efficiently . . . without the customary damage associated with old-fashioned transfer, storage and loading methods.

Every CF employee, furthermore, takes unusual personal interest in your shipments . . . thus assuring you customer satisfaction and goodwill, lower selling costs and valuable repeat order business. Find out today the many exclusive, extra profit advantages of routing your shipments via CF.

The fastest route between two points—



Eastern Region Headquarters:
1240 South Holt Road, Indianapolis, Ind.

Western Region Headquarters:
P. O. Box 3618, Portland, Oregon



JULY 1958 . . . Vol. 57, No. 7

IF YOU think yours is an ulcer job because you are working under constant tension, don't blame the job. The fault most likely is yours.

This contradiction to popular belief and other interesting facts on executive tension were compiled recently by the Life Extension Foundation of New York City. The Foundation is a non-profit organization devoted to research and education in the field of preventive medicine.

About a year ago, Dr. Harry J. Johnson, president of the Foundation, launched a survey designed to provide more and up-to-date facts about tension among executives. He mailed a four-page, 49-question multiple-choice type of questionnaire to 10,000 businessmen on all levels of management. Completed returns were received from 6,013 men of all age groups in 18 occupations, among 179 companies. They represent 25 different industries, located in every state of the Union and many foreign countries.

Months were required to compile and classify the data. Many more months were required to analyze it. In commenting upon the study, Dr. Johnson observed that, "In their own judgment, businessmen enjoy security, peace of mind, and encouragement in sufficiency. Neither tension nor tension-producing influences exist to the extent or degree held by popular belief."

Executive Efficiency

A rash of incidents will affect an executive's efficiency and value. He may be beset by real or imaginary worries. He may brood, sulk or be absent often from his job due to a variety of minor ills. This condition may grow worse. He may take offense where none was intended. He may become unduly critical of his employees or argue unreasonably with his associates. In a fit of unnatural temper, he may quit his job or discharge good employees.

Medical science has a name for



Is Yours An 'Ulcer Job'?

If it is, you probably are suffering from constant tension. Life Extension survey shows few executives are affected; distribution executives less than others

the foregoing conditions — Tension. Tension is mental or emotional strain. It is caused by job problems, family worries and/or personal attitudes. It starts with disappointments, failures, frustrations and suspicions.

Tension often is confused with business pressure—heavy job demands. This is not necessarily so. A man happy with his job can extend himself to great lengths without apparent personal injury. Man's physiological makeup permits much hard work. His muscles grow with the demands put upon them. Hard work with his hands

will cause blisters but, in time, they will callous and protect him from more blisters. But his nervous system cannot stand continued heavy strain.

The survey shows that men who work under constant tension are in the minority among business executives in general. Only 13.3 per cent of over 6,000 executives taking part in that survey report constant tension. Distribution executives seem more able to cope with tension producing situations. Only 9.9 per cent report constant tension.

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... 'Ulcer Job'?

(Continued from Preceding Page)

An analysis of the causes of distribution executives' tensions, when they do occur, shows that

they stem principally from poor attitudes toward the job and associates. In this respect, distribu-

tion executives are worse off than their counterparts in other vocations.

This implies more "ulcer cases." That seems to be true because the incidence rate of health worries is 16.8 per cent greater than for the entire group surveyed.

Tensions in Business and Industry



81.2% of the 6,000 men questioned like their jobs very much, 85.7% have a feeling of security, only 1.3% are bored, and 6.5% are dissatisfied with their progress

THERE is little doubt that executive tension is a serious industry problem; but apparently tension is not as common as is generally believed.

Specifically, the survey data show that 81.2 per cent of the 6,000 men questioned like their jobs very much. Only 1.3 per cent say they actually are bored with their work.

Indicative of their peace of mind, 85.7 per cent say they have a feeling of security in their jobs. Only 6.5 per cent are dissatisfied with the progress they are making. And only 6.2 per cent feel short-changed on recognition.

As for their job demands, 78.5 per cent do not feel that they are working too hard, and 80.7 per cent have no fears about getting enough work done. No major office problems are reported by 74.1 per cent of the group. And 87 per cent don't worry too much about decisions they make.

Detailed facts also were compiled about entertainment and travel requirements of the nation's bosses. Despite impressions

to the contrary, 80.1 per cent average no more than two business luncheons a week. As for engagements after hours, 89 per cent average no more than one evening business date a week, and 89.7 per cent average no more than one week-end business date a month.

Reactions to these requirements are: 79 per cent enjoy business luncheons, 74.7 per cent enjoy business entertaining.

Travel requirements do not seem to be burdensome. Almost 39 per cent spend less than five days a month away from home on business, and 30.5 per cent do no business traveling. Of those who travel, 67.5 per cent like to do it.

There does not appear to be any great problem about business homework. Exactly 70 per cent say they never or only occasionally take business work home. Of those who do, 74 per cent devote fewer than five hours a week to it. It is interesting to note that of those who take work home, 79.5 per cent either like or accept homework with reasonable willingness.

One of the key factors in tension among executives is their attitude towards their associates. This study shows that few busi-

nessmen have major personality conflicts with their associates. For example, the survey asked this question: "Is there someone with whom you work you would like to 'drop off a bridge'?" Of the 6,000 men who answered this question, 81.8 per cent answered "No."

Another revealing question asked was, "Do you feel that your superior is stealing all the glory, while you do all the work?" A great majority, 94.4 per cent, replied "No." Not only does this show the confidence that the respondents have in their standing, it also indicates their ability to work harmoniously. Further proof of this was obtained by answers to the question, "Can you express yourself to your business associates (especially superiors) without fear?" Only 1.1 per cent replied "No."

As for home support, the survey revealed that 82.1 per cent feel that their wives' attitude toward their career is encouraging and helpful. Only 6.4 per cent of the group do not think that their wives are completely satisfied with their business progress. When asked how their wives felt about their business homework, 87.7 per

TABLE I: COMPARATIVE HIGHLIGHTS

(The Table below compares distribution executives with other executives on major points only. For a complete picture of the distribution executive see Table II on Page 28.)

	Distribution Executives Per Cent	All Executives Per Cent	Increase or Decrease Per Cent
Working Under Constant Tension	9.9	13.3	-25.6
Job Requirements:			
Homework: Regularly one or more times a week	30.1	30.0	+ .3*
Over five hours a week	27.6	25.8	+ 7.0
Entertainment: More than two luncheons weekly	22.8	19.9	+14.6
More than one evening date weekly	9.8	11.0	-10.9
More than one week-end date a month	11.4	10.3	+10.7
Travel: More than five days away from home a month	41.2	30.6	+34.6
More than two hours a day commuting	17.9	17.4	+ 2.9*
Attitude Toward Work:			
Bored with job	1.6	1.3	+23.1*
Loathe homework	24.2	20.5	+18.0
Do not enjoy business luncheons	12.4	21.0	-17.1
Dislike business entertainment	23.9	25.3	- 5.5
Attitude Toward Business Associates:			
Dislike of someone with whom they work	20.3	18.2	+11.5
Feel that superior is stealing all the glory	6.5	5.6	+16.1*
Cannot express self to associates (especially superiors)	1.2	1.1	+ 9.1*
Say tension is due to personalities of superiors	28.9	25.4	+13.8
Incentive:			
Feel insecure in job	12.1	14.3	-15.4
Dissatisfied with business progress	6.6	6.5	+ 1.5*
Feel a lack of recognition	7.6	6.2	+22.6
Believe wife dissatisfied with progress	6.5	6.4	+ 1.6*
Worries:			
Have unusual worry about Personal Health	20.9	17.9	+16.8
Personal Finances	18.0	20.6	-12.6
Office Problems	25.9	25.9	*
Home Problems	13.5	14.2	- 4.9*
Living Habits:			
Sleep: Sleep restlessly	5.4	6.0	-10.0*
Average six hours or less a night	9.9	13.4	-26.1
Recreation: Exercise infrequently	51.8	52.2	- .8*
Have no hobby	39.7	37.8	+ 5.0
No extra-curricular interests	53.4	50.2	+ 6.4
Eating: On special diets	11.2	13.7	-18.2
More than three cups of coffee daily	39.3	39.9	- 1.5*
Smoking: †More than one pack of cigarettes daily	64.6	66.0	- 2.1
Drinking: Regularly have cocktail at luncheon	11.4	10.0	+14.0

† Of those who smoke cigarettes.

* No significant variation.

cent replied that they were indulgent and understanding. Undoubtedly a contributing factor to distaff harmony was the fact that many executives included their wives in their business entertaining. And 77.8 per cent said that their wives enjoyed this participation.

Questions relating to the living

habits of the executives indicate that the majority subscribe to good practices. Only 13.7 per cent of the 6,000 are on diets.

Contrary to popular opinion, 90 per cent of these executives do not regularly have cocktails at luncheon, and 63.7 per cent dispense with regular pre-dinner cocktails.

Sound sleeping habits also are

indicated, as 89.1 per cent say they have no difficulty getting to sleep. Only 6 per cent complain that they sleep restlessly. As for the amount of sleep they get, 86.6 per cent say they sleep an average of seven hours or more a night. Substantiating their ability to get adequate sound sleep, only 3.3 per cent say they take sedatives regularly to induce sleep. Also, only 4.6 per cent say they use tranquilizer drugs.

A study of their smoking habits shows that 57.8 per cent smoke, two-thirds of whom consume over a pack of cigarettes a day.

Majority Have a Hobby

The survey revealed that the majority of executives enjoy planned recreation. Most, 92.4 per cent, generally have their week-ends free from business. A hobby is pursued by 62.2 per cent, 80 per cent participating on their week-ends.

But less than half the executives, 47.8 per cent, get some form of regular exercise.

Probably more for change of pace rather than an outlet for their energies, one half of the 6,000 executives surveyed are active in extra-curricular interests, such as church activities, civic affairs, and business clubs.

Their vacations average two and one-half weeks a year. A summer vacation is taken by 77.5 per cent, 30.7 per cent take theirs in the fall and winter months, while 8.2 per cent get away both times.

Personal Worries

In addition to being reasonably free from business worries, the nation's executives also seem to have their personal problems under control. For example, 82.1 per cent are not worried about their health. A contributing factor, no doubt, is the fact that 77.2 per cent had been reassured of good health by recent physical check-ups.

As for serious home worries, 85.8 per cent say they haven't any. Similarly, 79.4 per cent are not unduly concerned about personal finances.

Thus, it appears that good business ability is reflected in personal matters.

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What Causes Excessive Tension?

Tension is clearly identified with the personality of the individual. It stems from within the man rather than from the external forces of his living or working environment

LIFE Extension Foundation made a comparative analysis of data supplied by men reportedly under constant tension and those reporting occasional or no tension. The object was to determine what causes it. This analysis was broken down into two parts: The job or the man?

The Job

The data showed that five times as many men working under constant tension say they work under constant pressure. Also, three and one half times as many men under constant tension say they are working too hard. Yet, their job demands compared with those not reporting constant tension are not as great. For example:

1. The incidence of frequent homework is only 8.8 per cent

TABLE II: SUMMARY OF TENSION FACTORS

JOB ATTITUDE

Likes the job	Very much 86.0%, So-so 12.4%, Bored 1.6%
Works too hard	Yes 19.3%, No 80.7%
Works under pressure	Constantly 22.2%, Occasionally 71.7%, Never 6.1%
Cause of pressure	Heavy workload 42.2%, time restrictions 37.2%, Creative requirements 18.6%, Volume requirements 17.6%, Business competition 14.9%
Works under tension	Constantly 9.9%, Occasionally 78.8%, Never 11.3%
Cause of tension	Personalities of superiors 28.9%, Fear of not getting enough work done 15.9%, Worry about decisions 10.1%, Personalities of subordinates 9.7%, Frustration 8.7%, Lack of recognition 7.6%, Competition among associates 5.8%, Lack of consideration 4.7%, Other 20.9%
Feels secure	Yes 87.9%, Doubtful 9.8%, No 2.3%
Job progress up to expectation	Yes 59.7%, Not quite 33.7%, No 6.6%

BUSINESS ENTERTAINMENT

Luncheon dates per week	None 12.0%, One 38.9%, Two 26.3%, Three 17.4%, Four 2.2%, Five 3.2%
Enjoy luncheon dates	Yes 82.6%, No 17.4%
Evening entertainment dates per week	None 44.6%, One 45.6%, Two 9.5%, Three .3%

Evening entertainment per month	None 56.6%, One 32.0%, Two 8.9%, Three .9%, Four 1.6%
Enjoy evening dates	Yes 76.1%, No 23.9%

BUSINESS TRAVEL

Days on trips per month	None 28.1%, Less than five 30.7%, Five to ten 22.2%, Over ten 19.0%
Enjoy trips	Yes 75.1%, No 24.9%

BUSINESS HOMEWORK

Frequency of business homework	Regularly 3 or more times a week 16.0%, Regularly 1 or 2 times a week 14.1%, Occasionally but irregularly 51.6%, Never 18.3%
Hours homework per week	None 16.4%, Under five 56.0%, Five to ten 21.2%, Ten to fifteen 4.8%, Fifteen to twenty .7%, Over twenty .9%
Homework attitude	Like it 23.3%, Resigned to it 52.5%, Loathe it 24.2%
Reason for homework	Heavy workload 41.1%, Day-time meetings 21.8%, Business reading 37.1%

ATTITUDE TOWARD ASSOCIATES

Expresses self without fear	Yes 70.2%, With reservations 28.6%, No 1.2%
Superior steals all the glory	Yes 6.5%, No 93.5%
Someone you'd like to "drop off a bridge"	Yes 20.3%, No 79.7%

more than the group reporting little or no tension.

2. The incidence of most hours of homework is only 9.7 per cent greater.

3. Week-day evening business dates average only .1 date more per week.

4. Five per cent fewer must travel on business.

5. Those who travel are on the road for less time than the group who are under little or no tension.

6. They average two business luncheons a week, whereas the others average 1.8.

7. Fewer under tension start their work day at 8 am; more start at 10 am. Fewer quit work at 4 pm; more head for home at 6 pm. Despite these differences, their work day averages the same as those under little or no tension.

The survey showed no tension pattern on a job basis.

The Man

Among men who report constant tension, boredom with their job is 355 per cent greater. Job insecurity is 174 per cent greater, and dissatisfaction with business progress is 155 per cent greater. Dislike of business entertainment is 59.2 per cent greater, and aversion to business travel is 44.7 per cent greater. Distaste of business homework is 31.5 per cent greater. And 60 per cent more of the high tension group would like to retire by age fifty-five!

These facts surely prove that the incidence of dissatisfaction with the job and its demands is much greater among businessmen under excessive tension. Attitudes

toward their business associates in the constant tension group was similarly analyzed. These are the findings:

1. Dislike of someone with whom they work is 98.7 per cent more prevalent.

2. Suspicion that they are not receiving fair credit for their efforts is 206.8 per cent more existent.

3. Fear of self-expression is 633 per cent more frequent.

The indications are, therefore, that personality conflicts score high among men under constant tension.

The factors of age and length of service were similarly analyzed. The respondents were arranged into five-year age groupings. After tabulation, it was discovered that

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AMONG DISTRIBUTION EXECUTIVES

WIFES' ATTITUDES

Feel job progress is satisfactory	Yes 75.7%, Not quite 17.8%, No 6.5%
Attitude toward job and career	Encouraging and helpful 84.2%, Indifferent 13.5%, Discouraging 2.3%
Attitude toward business homework	Understanding 63.2%, Indifferent 21.8%, Resentful 15.0%
Enjoy evening and week-end entertaining	Yes 77.7%, No 22.3%

EATING HABITS

Time devoted to daily meals	Breakfast: Under 5 min 7.7%, 5-10 min 25.3%, 10-15 min 44.9%, Over 15 min 22.1% Lunch: Under 15 min 5.2%, 15-30 min 47.7%, Over 30 min 47.1% Dinner: Under 15 min .6%, 15-30 min 37.0%, Over 30 min 62.4%
On a diet	Yes 11.2%, No 88.8%

DRINKING HABITS

"Coffee-break"	Rarely or never 43.6%, Usually in the morning 41.7%, Usually in the afternoon 14.7%
Cups of coffee daily	None 8.9%, One to three 51.8%, Four to six 34.8%, Seven to ten 4.5%
Coffee with dinner or in evening	Yes 48.9%, No 51.1%

Cocktail before meals	Lunch: Yes 11.4%, No 88.6% Aver. No.: One 66.7%, Two 33.3% Dinner: Yes 38.0%, No 62.0% Aver. No.: One 44.5%, Two 42.0%, Three 13.5%
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SLEEPING HABITS

How is sleep	Sound 65.5%, Fair 29.1%, Restless 5.4%
Average hours a night	Six or less 9.9%, Seven 68.2%, Eight or more 21.9%
Refreshed by this amount	Yes 89.9%, No 10.1%
Supplementary "cat-naps" on bus, etc.	Regularly 6.7%, Occasionally 23.6%, Rarely 69.7%
Difficulty getting to sleep	Yes 10.6%, No 89.4%
If yes, use sedative How often	Yes 2.2%, No 97.8% Daily 20.0%, 1-3 times a week 80.0%
Use "tranquilizer" How often	Yes 2.8%, No 97.2% Daily 44.5%, 1-3 times a week 55.5%

SMOKING HABITS

Do you smoke?	Yes 61.4%, No 38.6%
Packs of cigarettes a day, average	Under one 35.4%, One to two 57.8%, Two or more 6.8%
Have smoked cigarettes, but not now	Yes 51.0%, No 49.0%
Why give it up?	Own accord 70.5%, Doctor's advice 21.8%, Other 7.7%

(TABLE II Continued on Page 53)

What Causes . . .

(Continued from Preceding Page)

the incidence of constant tension was highest in the age group 30 to 35 years (16.2 per cent). It declined progressively as age increased to a low of 8.2 per cent among those over 60 years of age.

At first, it appeared that some predominant characteristic was discovered. But, as the study related the man to his length of service, those facts contradicted the findings of the age groupings. For example, the data showed that the 7 per cent associated with their company for less than one year report constant tension. A group of 11.8 per cent with a company one to five years also reported constant tension. A third group of 13.6 per cent in the employ of their company for over five years also reported constant tension.

Some really significant data was obtained when the high-tension group was compared with the others in living habits.

Eating—On the average 67 per cent more eat breakfast on the fly (under five minutes); 86 per cent more gulp their lunch (under 15 minutes); 21 per cent more hurry through their dinner (under 30 minutes). It should not come as a surprise that one out of three on diets have gastric disorders.

Resting—Lack of physical and

mental refreshment in this group is indicated as 46 per cent report an average of six or less hours of sleep at night. Also, 139 per cent more rarely have week ends free for family and self. Their vacation time is 20 per cent less than the overall average.

Smoking and Drinking—Here, excesses could mean either trouble ahead or already deeply rooted. For example, 50 per cent more are heavy cigarette smokers, 32 per cent more have cocktails for lunch (155 per cent more drink more than two), and 9 per cent more have cocktails for dinner (39 per cent more drink over two).

Recreation—The other group gets needed change of pace and stimulation apparently lacking here as 18 per cent more do not have a hobby. Further, 20 per cent fewer have extra curricular interests (church, civic, clubs, etc.), and 47 per cent fewer get some form of regular exercise. Bad sign: One out of five gets no recreation whatever.

Health—Using drugs as crutches to keep going, 150 per cent more use sleep-inducing sedatives, and 165 per cent more quiet their nerves with tranquilizers.

The evidence is irrefutable: On every count, living habits are poorer among executives working under constant tension than those with few or no tensions.

A study of admitted worries

was expected to produce revealing data, as seven of every 10 men under constant tension report some significant personal problem. So, comparing their worries to the rest of the group, it was learned that 175 per cent more have office problems. And 75 per cent of those who have such problems also report some business personality conflict. It also was learned that 133 per cent more worry about their health, yet only 16 per cent more indicate a health deficiency.

Finally, the data show that 83 per cent more are concerned about personal finances.

Though a definite relationship is indicated in the matter of office problems and personality conflict, no similar relationship has been found in the reasons for their worries about health and income.

Relating all the facts supplied by the 13.3 per cent group of all executives who report constant tension, there is no question that this condition is not caused by age, occupation, or job demands. On the other hand, their responses to questions concerning their attitude toward their job, business associates and personal conditions leads to this conclusion: Tension is clearly identified with the personality of the individual executive and stems from within the man, rather than from the outer forces of his living or working environment.

Distribution Executives Generally Better Off

Incidence of tension is 25% less than par for the 6,000 surveyed, but more are dissatisfied with advancement and progress. 20% dislike associates; 29% unhappy with bosses

HOW do distribution executives rate when measured by the same yardstick? In major respects, better than average.

As a special service for DISTRI-

BUTION AGE readers, the Life Extension Foundation separated from the total respondents all men whose responsibilities covered the physical distribution of

the nation's goods. This included transportation, warehousing, and related functions.

25 Per Cent Less Tension

Analysis of these data reveals some startling facts. First, the incidence rate of constant tension is better than 25 per cent less than par for the 6,000. This is quite heartening; not just for those employed in this field but also for those planning to enter it.

It has been shown in the pre-

ceding analysis that tension producing situations are bred by poor personal attitudes toward the job and one's associates. Therefore, the implication here is that the rate of incidence of poor attitudes, where they exist, should be lower. Study of Table I, showing comparative highlights of the general and distribution analyses, does not support such an assumption.

While more distribution men do more business entertaining and traveling, they enjoy it. But more are bored with their jobs and many more loathe homework. Similarly, despite the fact that men in distribution have a greater feeling of security, more are dissatisfied with their advancement progress and many more feel a lack of recognition of their work.

Personality Clashes Greater

But the most serious problems are indicated in the attitudes of distribution executives toward their associates. For example, over 20 per cent dislike someone with whom they work. An even worse attitude is frankly reported toward their superiors. Almost 29 per cent of these executives blame their bosses for their tension.

Thus, it seems that while there is less excessive tension existing among distribution executives, that which does exist is more concentrated on personalities. This, unfortunately, is the most direct road to job loss, promotion bypass, and poor health. The latter is substantiated by Table I. It is the only serious worry experienced by distribution executives. Promotion bypass also probably occurred once or twice. It may be the reason why so many more are dissatisfied with recognition and job progress.

Table II contains the complete summary of the distribution management personnel analysis. It is offered without the comparisons given in Table I principally because the remaining factors are less critical with regard to tension, and because the differences between the distribution executives and the overall group is not particularly significant.

What is significant and of far greater value is Dr. Johnson's advice on how to deal with tension.

What to do About Tension

Jobs are not tense, people are. This expert recommends a change of perspective, building self confidence, tolerance, other positive steps



By Dr. Harry J. Johnson

*President
The Life Extension Foundation
New York, N. Y.*

ALL OF us feel and must accept some tension in our everyday lives. The stimulus it provides is a necessary part of life. The little doubts, apprehensions, and worries all tend to keep us "on our toes." They furnish the motivation which helps us toward our goals.

Tension is nothing more or less than the individual's reaction to different situations. As all of us vary in our expression of love or fear we have our own particular way of reacting to tension-producing situations. As long as we can control our reactions to such circumstances, and keep our tension in proper perspective, it can continue to be beneficial. Once we lose that control, however, tension becomes our master.

Excessive tension is a problem. To solve any problem, we must understand it first. Although we could not cure your tensions entirely (and wouldn't want to if we could) we can modify exces-

sive stress by finding the cause. Situations aren't tense — people are. We must look to ourselves for the solution.

The Prescription

The key to controlling tension rests with your attitudes toward people and situations. There probably is no character trait quite so precious as the ability to "roll with the punches."

Situations can be intolerable at times, and because we resent them they produce extreme tension. The next time this happens to you, try giving the matter a bit more thought. Do what you can to correct the situation, then accept those things which you cannot change.

People create tensions, too. Probably there is someone who, for no apparent reason, makes you "boil" just by looking at him. When you take a moment to analyze your reaction, you'll most

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"To The Editor:

By D. O. Haynes
DA Handling Consultant

Can you tell me where to find data on handling costs in plants similar to ours? We fall in the general category of . . ." A Reader

Don't Compare Costs . . . Set A Par for Your Course

LETTERS from readers are always welcome. They frequently bring to light subjects of more-than-individual interest.

The above letter, for example, raises a thought-provoking question—"Is there any intrinsic value in comparative cost figures?"

Many years of consulting experience in designing cost accounting procedures, wage incentive plans, and materials handling techniques have convinced me that comparative cost figures are tricky. They can be one of the most deceiving yardsticks in industrial statistics.

Various Elements

The basis for this statement is the wide variation in the elements considered in various cost figures by different companies. To make cost comparisons, one must be sure that he is comparing oranges with oranges and not oranges with grapefruits.

Probably the only time that companies could get together legally to compare costs and set "fair" selling prices was during the period of the NRA. Although this practice was declared unfair, many industry groups took the initial steps necessary for establishing sound standard cost procedures.

Unless one has had an opportunity to study the procedures followed in a given field, he could not

imagine the variations which complicate the problem. For example, some firms are corporations. Others are partnerships. Still others are individually owned. Furthermore, in some instances, the plants are owned by the company. In others, they are rented. And overhead! It appears that each organization had its own ideas about what was direct and what was indirect costs. The basis for distributing overhead figures might be the unit of product, the productive man-hour, or the floor space occupied.

Obviously, costs developed under such diverse accounting procedures cannot be compared. Fortunately, however, we have available a recent cost study of a single industry. It shows some of the difficulties encountered in determining handling costs.

Exhaustive Study

The U. S. Department of Agriculture has issued a report on "Materials Handling in Public Refrigerated Warehouses."¹ The basic purposes of this project "were (1) to determine the comparative efficiency of various types and combinations of materials-hand-

dling equipment for performing the different handling operations with representative types of containers in warehouses of single-story and multistory design; and (2) to determine the best practices in using the materials-handling equipment." Although it is stated that "the cost data include only the cost of productive labor and equipment," the material contained in the report can be used to show the many variables in setting performance standards and making cost comparisons.

Wage Factor

The wage rates in a given plant are of prime importance in arriving at costs. The USDA investigators selected six warehouses in six states. The rates of pay for different classes of workers in five of these warehouses are shown in Table 1. I have calculated the arithmetic mean for each group.

A glance at the table, shows that although the average pay for truckers is \$1.349 per hour, the rates in individual houses range from \$1.00 to \$1.73—a spread of 73 per cent between the lowest and the highest. Without the supporting figures, the statement that the average wage paid truckers is \$1.349 per hour would not mean much to a concern in making cost comparisons, if it did not know how such a figure was

(1) U. S. Department of Agriculture, Marketing Research Report No. 145, *Materials Handling in Public Refrigerated Warehouses*, Washington, D. C., 1957. Available from Superintendent of Documents, Government Printing Office, Washington 25, D. C. Price, 60 cents a copy.

Table 1. Average Wage Rates in Five Warehouses*

Selected Warehouses	Truckers	Freezer men	Cooler men	Elevator Operators	Machine Operators	Checkers
No. 1	\$1.00	\$1.00	\$1.00	\$1.00	\$1.15	\$1.15
No. 2	1.085	1.185	1.105	1.225	1.085	1.085
No. 3	1.225	1.275	1.225	1.225	1.25	1.25
No. 4	1.705	1.705	1.705	1.705	1.705	1.825
No. 5	1.73	1.73	1.73	1.73	1.78	1.78
Arithmetic Mean (Average)	1.349	1.379	1.353	1.377	1.394	1.583
Range	0.73	0.73	0.73	0.73	0.695	0.63
Range percent of lowest rate	73%	73%	73%	73%	63%	54.6%

*Based on Table 1, Marketing Report No. 145, USDA.

Table 2. Labor Costs for Unloading Cars

	Labor Man-Hours	Labor Hourly Rate	Total Labor Cost
USDA Report No. 145	0.422	\$1.45	\$0.61
Warehouse A	0.50	1.60	0.80
Warehouse B	0.40	1.55	0.62
Warehouse C	0.35	1.75	0.61
Warehouse D	0.55	1.35	0.74
Warehouse E	0.41	1.30	0.53
Averages of A to E	0.44	\$1.51	\$0.66

(This table shows labor costs per ton for unloading from refrigerated railroad cars and storing in a refrigerated room of a multi-story warehouse. Each shipment consisted of 32-lb cans which were handled by means of pallets, hand truck, and fork lifts.)

made up—what range it covers. Most industrial averages fail to disclose such information.

Let us look deeper. Five warehouses have made detailed studies of their operations and costs on the basis of the procedures detailed in this report. The study involves the unloading from refrigerator cars, moving into storage, and putting away 32-lb cans. For this work, pallets, hand trucks, and industrial forklift trucks were used.

Table 2 shows the figures published in the Department of Agriculture's study. These are followed by similar figures for five mythical warehouses. This will show the futility of using average cost figures. If each warehouse had been told simply that the cost per ton of handling the 32-lb cans in the manner indicated averaged \$0.66, without any of the supporting details, none could pinpoint why its cost figure was higher or lower. Both the number of man-hours required to perform the particular cycle of operations and the hourly wage rates vary in each warehouse. Who, without having all the details before him, could

tell from averages which factor accounts for his cost level?

Other Factors

Other factors affect unit costs. Among the variations in conditions encountered in the five multi-story warehouses studied by the USDA were differences in column spacing, widths of aisles, ceiling heights, elevator dimensions and speeds, and loading dock dimensions. Even if the operator of Warehouse A knew that the average number of man-hours required for this operation was 0.44 and his own figure is 0.50 man-hours, should he feel that his operation is inefficient? Not necessarily. He may have conditions not present in the other warehouses. Reefer car racks below platform level, lower-than-average temperatures surrounding the plant, an unusually steep ramp leading into the freezer—any of these conditions may affect costs.

What To Do?

With the many variations in operating conditions, what criterion can be used for evaluating the efficiency? One does not have to

look very far. There is a precedent in golf—par. Tournament players in Atlanta are not concerned with par for Pinehurst or St. Andrews. They shoot against par for Atlanta. Par for each course is established according to local conditions. The same principles which underlie the use of par in golf can be applied to industry. Each company can set par for its course.

Selecting Unit

However, what unit can be substituted for "strokes"? The cost-per-unit of product handled is at best an ephemeral yardstick. It is subject to change with every variation in wage rates. When changes occur, it requires considerable revision to bring a large number of standards into line with the new values.

The most useful yardstick is one which is based on *time*—the only factor in industry which is invariable. A number of so-called "point" systems have been developed for this purpose. One of these will explain the philosophy which underlies all of them.

This is a standard-hour plan. Under such a plan the standard-hour represents the amount of work which can be produced in one hour by an individual, or by a gang. For example, in the Department of Agriculture Report, Table 6 shows that for the above operation in which 32-lb cans were handled, 0.422 man-hours were required per ton of product. The following calculation converts this into a standard-hour of work:

$$\frac{1 \text{ standard-hour of work} = 1 \text{ ton}}{.422 \text{ man-hrs}} = 2.37 \text{ tons}$$

This means that every time the crew handles 2.37 tons of 32-lb cans they have turned out a standard hour of work. If we evaluate 2.37 tons at 100 points we have added a new significance—a means of measuring results on a percentage basis. Production of 2.50 tons can be expressed now as 105.5 points and 2.25 tons as 95 points. One hundred points can be said to be 100 per cent productive efficiency; 105.5 points, 105.5 (Please Turn to Page 55)

'On the Go' Handling And 'In the Air' Storage

Automated handling and live, overhead storage are combined in this new outboard motor plant to produce fast turnover and selective distribution

By Kenneth Rose *DA Central States Editor*

LIVE, overhead storage and automated handling—from receiving through shipping—are features of the new Milwaukee plant of Evinrude Motors. Evinrude is a division of Outboard Marine Corp.

The entire plant is mechanized. This permits economy and efficiency, while providing the flexibility needed to dispatch 12 engine models in varying quantities.

Parts are shipped to the plant from scattered suppliers and manufacturing facilities. They are moved directly from receiving to main storage. As needed, they go from main stores to assembly, to final storage, to shipping. Packaging is handled as the final step on the assembly line.

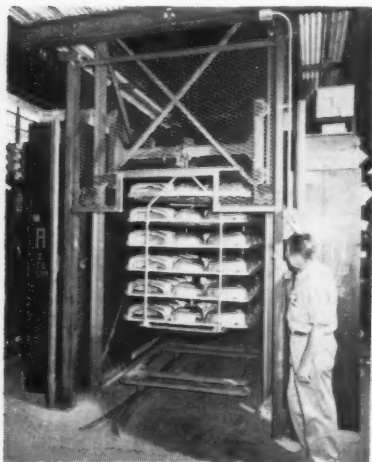
Conveyorization is the backbone of the system. Gravity rollers are used for palletized small parts. Larger parts are carried in cradles or tote containers on a monorail. A mechanized transfer car, which actually is a form of in-floor conveyor, is used to move sub-assemblies from stores to the assembly line.

All parts are received by truck. Parts for the larger motors are palletized; others are in special containers. The parts are moved from the separate receiving dock to main storage by fork truck.

Most of the items are placed in racks in main storage. Both tote pans and skid boxes are used. The pans are placed in one side of the rack, slide through by gravity, and are removed from the other side as needed. This provides first-in-first-out storage without manual shifting.

Overhead Storage

Space above the storage racks is used for live storage of bulky, low-density engine covers. The covers are loaded on trays or baskets on racks suspended from a monorail. The racks are carried by elevator to monorails suspended from the ceiling. They are run by gravity over switches and rails to a series of storage locations that fill the space between the floor racks and the ceiling.



Left: Bulky, low-density engine covers are moved by elevator to storage space above floor bins

Right: Motor covers are supported on monorails, which are hung under the ceiling in storage area

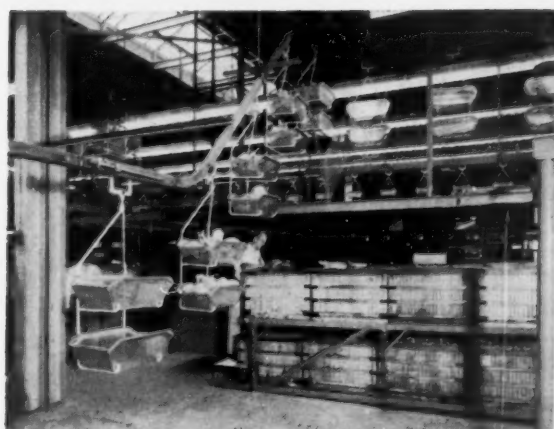




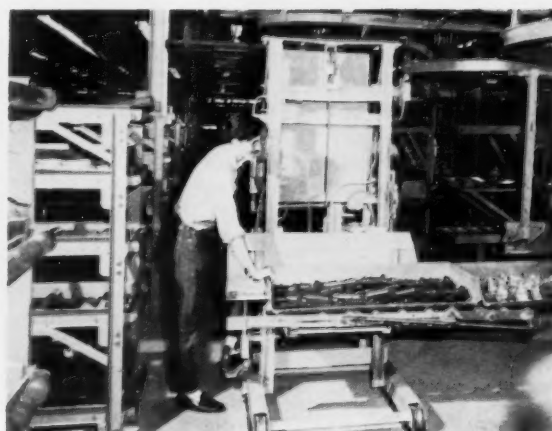
Left: Small parts are stored in diagonally positioned racks of tote boxes. Note wire guard above



Right: Other small parts are placed in tote pans and are stored in racks which give "first-in-first-out" selection



In parts break-out, propellers are taken out of storage and moved in monorail baskets to paint area



Subassemblies are moved from storage to production on mechanized transfer car which runs on tracks

A mesh guard was installed just above the storage racks. The guard, which covers the entire area, was installed to prevent injury from falling covers.

Parts Break-out

Several parts break-out systems are used. Finished parts, such as propellers and covers, are placed in monorail baskets as requisitioned. They are carried to the paint shop, and from the paint shop to the assembly line.

Other parts, such as slip clutches and power heads, are assembled from components in sub-assembly lines. When orders for these parts are received at the break-out station, kits are prepared. Each kit contains the proper number of each part. The kits are placed on plastic trays and moved to assembly by gravity roller conveyor.

Certain components, such as generators, carburetors, and magnetos, move directly from main storage to final assembly. These parts are picked up by the mobile, mechanized transfer car mentioned above. It travels the length of the storage area on tracks.

(Please Turn to Page 56)



Left: Man at console directs cartons to storage tracks via roller conveyor



Right: Diverters push cartons from conveyor to storage tracks at selected point points

DA's 1958 Materials Handling Show In Print

THIS year, perhaps more than at any previous show of its kind, the National Materials Handling Exposition emphasized "cost reduction in materials handling." More efficient handling tools and methods were offered on all sides as a solution to some of the problems created by a recessed economy.

The four-day event in Cleveland attracted some 18,000 visitors. In addition to the Exposition itself, the American Society of Mechanical Engineers conducted a Materials Handling Conference. The cost reduction theme was followed throughout the Exposition and the Conference.

Several Conference speakers spoke of inefficient, costly methods of distribution of products to the consumer. This, it was claimed, is keeping retail prices at a high level while production costs are going down.

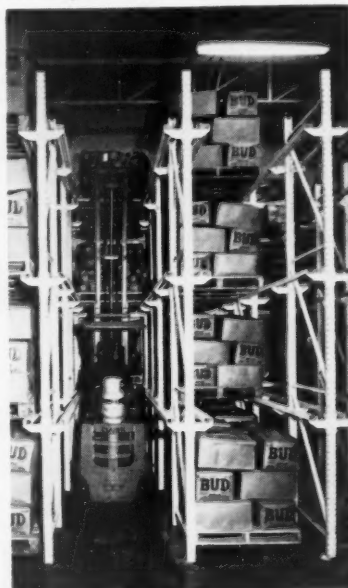
Typical of the remarks were those of Allan Harvey, of Dasol Corp., who attacked "lopsided engineering." He said that many of the gains we have made in production have been lost in materials handling, paperwork, and other non-productive distribution functions.

Most of the 6,000 pieces of equipment displayed by 175 companies were offered as the tools needed to do just this type of engineering job. Some of the equipment is shown on these pages. To get additional information, circle the appropriate number on The Reader Service Card facing Page 49 in this issue. Other show equipment was illustrated in the May (p. 42) and June (p. 40) issues of DISTRIBUTION AGE.

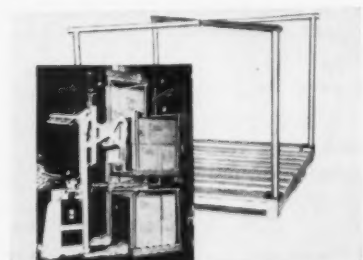


Nu-Rail fittings by Hollaender permit rack building from salvageable pipe
Circle 23 on Card, Facing Page 49

Circle 25 on Card, Facing Page 49
Storage Products Corp. exhibited this new adjustable, drive-in storage rack

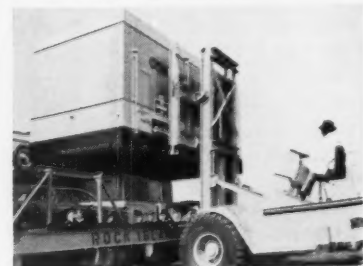


North American Equipment Corp. showed its Quik-Pik gravity storage
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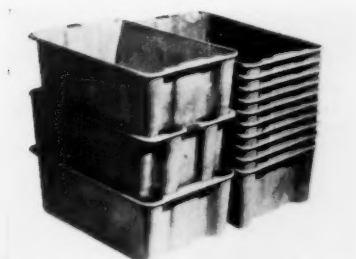


Portable racks can be made from pallets with Paltier's slip-on fittings
Circle 26 on Card, Facing Page 49

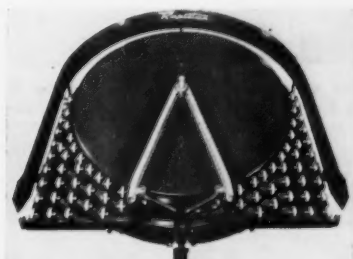
Circle 27 on Card, Facing Page 49
ACF refrigerated cargo units are said to hold 100-deg differential on trip



Conference program and company exhibits at National Materials Handling Exposition emphasize cost reduction in handling as an effective weapon in the anti-recession war



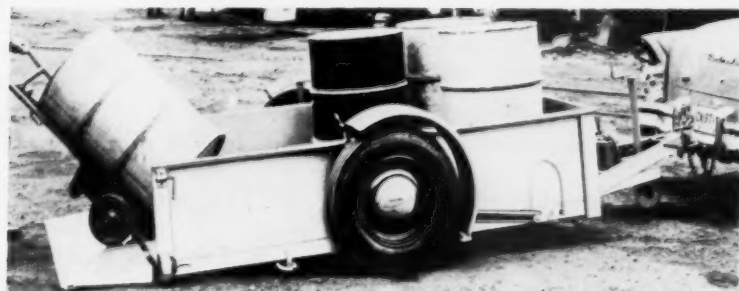
G. B. Lewis Plexton pans, including Stack-n-Nest, for storage and handling
Circle 28 on Card, Facing Page 49



Rapids-Standard's improved conveyor turntables have 4, 5, 6-ft diameters
Circle 29 on Card, Facing Page 49



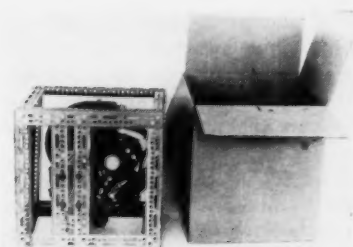
Bauer self-driven head pulley encloses motor and all moving parts in drum
Circle 30 on Card, Facing Page 49



An elevating trailer for all-purpose cargo handling that lifts its own load in 40 seconds was shown by Magline. Trailer has a hydraulically operated bed
Circle 32 on Card, Facing Page 49

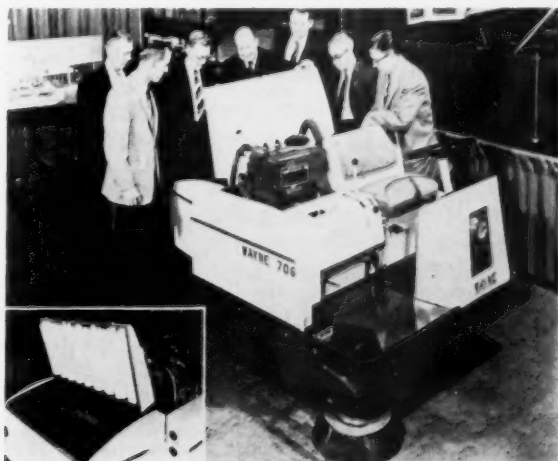


Grove Mfg. Co. Model 68 hydraulic yard crane unloads car in 30 min
Circle 31 on Card, Facing Page 49

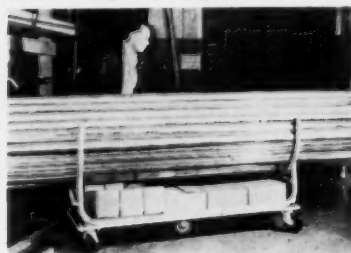


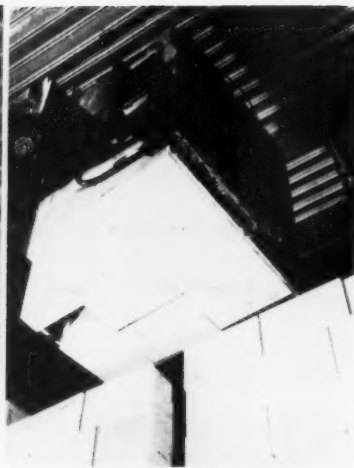
Packaging costs are reduced up to 26 per cent with Aeeme's slotted angle
Circle 33 on Card, Facing Page 49

Wayne Mfg. Co. introduced new power sweeper models 705 and 706 with Filter-Vac dust control
Circle 34



Circle 35 on Card, Facing Page 49
Rol-Away Truck Mfg. Co. showed this TR-G heavy-duty pipe, bar carrier





Unit loads ranging from a few to as many as 412 packages and weighing from 1500 to 3000 lb are handled by the same fork trucks and clamping attachments

Even though gaps exist between cartons, the loads are handled safely

By Arthur Spinanger
Associate Director

and

John T. Bolton
*MH Development Engineer
Industrial Engineering Division
Procter & Gamble Co.*

Palletization— Without the Pallet

ELIMINATION of pallets by use of all-purpose lift truck clamps is resulting in lower operating costs in the various warehouses of one of the country's leading manufacturers. This is how the new method was developed.

During the advance from manual to mechanized handling, many people have investigated the possibilities of palletless handling. There was good reason to do so. A wooden pallet costs from \$2.50 to \$5.00. The cost of maintaining it over its normal life span often exceeds that amount. In addition, such pallets are expensive to warehouse, ship, and inventory.

Yet, due to the lack of a better system and the relative inflexibility of early hydraulic load clamps, pallets have continued to be used. True, there were many attempts to improve both on the pallet and its utilization. For example, metal and plastic materials were tried. While these efforts were

moderately successful, the basic limitations of pallets remained.

Expendable Pallets

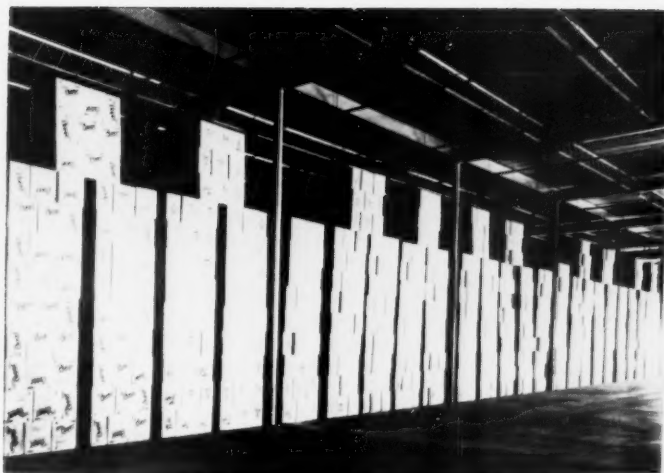
Expendable pallets also were tried; many still are in use. Besides being cheaper to buy, they require less storage space and eliminate the problems of pallet return. Their limitations are obvious; either they have limited carrying capacity or they are difficult to manipulate into position for lifting power equipment.

Nevertheless, paper pallets, if properly applied, often resulted in lower warehousing and distribution costs. At least, such was the

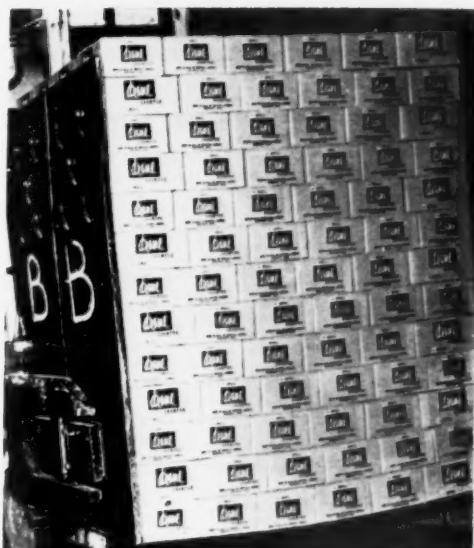
Theory of palletless handling: Pallets cost money.

Clamp attachments cost money too; but, in the long run, maybe less than pallets—it's as simple as that

case in the warehouse of Procter & Gamble, where they were substituted for wooden pallets after World War II. Studies were conducted. Results showed that paper pallets and trucks equipped with pull-clamps would pay for themselves in two years. Wooden pallets and the equipment to handle them would repay investment in three years. The study even considered such factors as reduced operating efficiency due to the greater manipulating time when using expendable pallets. Accordingly, paper pallets were specified for our warehouses starting in 1948.



Above: Despite the space allowed between stacks, storage cube is unchanged because of loads on top



Right: One of largest, heaviest loads normally handled consists of 325 cartons of shampoo

However, a system requiring no pallets is even better than one requiring low cost pallets—provided other factors are equal or nearly so. On that assumption, we proceeded to study hydraulic load clamps for lifting and stacking of packaged products.

Requirements were severe. Over 300 different products are manufactured, packaged, and packed by Procter & Gamble. Some are light and bulky. Others, such as shampoo, are heavy and fragile. Yet, if palletless handling were to succeed, the trucks which handle one must be capable of handling the other and many others.

Obviously, it would be impractical to buy a special clamp or truck for each product.

Moreover, the clamps had to be adaptable to trucks of different capacity and stacking heights. In the newer warehouses, having 20-ft columns and cement floors, 4000 and 5000-lb capacity trucks with collapsible masts were used. In older warehouses where floor loading was restricted, however, small vehicles were necessary. Furthermore, 2000-lb capacity vehicles were much more efficient for handling knocked-down corrugated shipping containers and flat printed cartons. The same basic

procedures developed for one truck and one warehouse had to be suitable for the others.

No clamps were found to fill all such requirements. But exhaustive tests indicated that, with modifications, commercial models could be used. One of the most important modifications was in the lift truck instead of the clamp. This was the installation of a special valve to permit control of clamping pressure.

Clamping Pressure

The pressure required to clamp lift stacked cartons depends on the weight of the product, cartons per layer, layers per stack, rigidity of the load, and other factors. On the other hand, the amount of pressure that a carton can withstand depends, in part, on internal strength and wall thickness. So, clamping pressures had to be balanced against carton strength. The use of the special valve was a practical way of making adjustment.

Tests showed that any of the products could be handled with clamping pressures of from two-thirds to three-quarters that to which the bottom layer of the cartons were subjected during stacking. This was true whether each layer was solidly stacked or had a gap between its cartons.

Few Exceptions

There were only a few products that could not be handled within these limits. One type is packed in multi-wall bags. The other is cartons having little internal strength.

The way to determine allowable clamping pressure is to use graphs. These are plotted from test results for various types, sizes, and weights of cartons. Minimum holding pressures are increased from one-third to one-half to set each clamping pressure. If this pressure is above the allowable limits for carton strength, the unit load is adjusted.

The smallest carton in a standard stack is 8 x 5¼ x 4½ in. The largest is 20 x 18 x 20 in. Up to 412 cartons have been handled in a single unit load, although the

(Please Turn to Page 58)

Split-Level Operation Integrates Sales, Storage

Three-level construction, coupled with a unique inventory control system and automated paperwork, helps boost sales volume in new steel warehouse in Illinois. Glass walls of executive office give view of the warehouse at one end of the room and view of the sales department at the other end

By Edwin J. Knudsen



View from executive office into the warehouse. Glass partitions also give company officers view of sales room with inventory board, and clerical offices



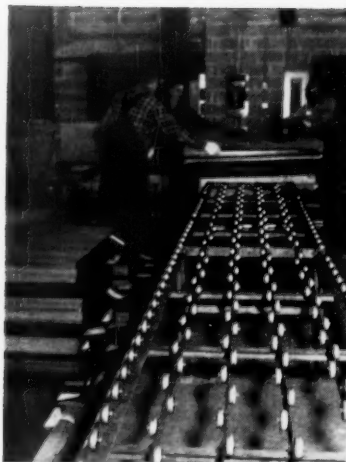
THE split-level principle, borrowed from the residential building trade, has been put to functional use in the new Skokie, Ill., steel warehouse of Rolled Steel Corp.

This unique plant layout permits Rolled Steel to integrate warehousing and inventory control with sales and paperwork. The system is at least partially responsible for the company's four-fold increase in volume over the past four years.

Construction

The office area is located at the south end of the building. It includes executive offices at the top level, the sales department a half level lower, and the clerical department at the third or lowest level. The warehouse, sales office, and clerical department are visible through glass partitions in the executive offices.

The 52-bay warehouse extends north from the executive offices. The two departments are separated by a corridor. Traffic flow in the 400-ft warehouse starts at three under-roof, depressed receiving docks at the south, or office end of the warehouse. It ends



Above: Incoming steel is sorted by gage, rolled to temporary storage



Right: Salesmen phone customers as inventories are posted on board

at a four-spot truck shipping dock and a 60-ft under-roof rail spur at the north, or shipping end.

Between receiving and shipping the steel is stored according to gage in the 52 bays. Four overhead cranes with sheet-lifter attachments run the length of the building. The steel is moved by crane from receiving, to storage, to shear machines, to scales, to loading dock. The pendant-control cranes permit one man to handle order picking. In many cases the orders are packaged and made ready for shipment within an hour of the time they are received.

Pneumatic Tube

One of the facilities which helps speed orders is a pneumatic tube system. Orders, after they have been processed in the office, are speeded through this system to the dispatching office in the warehouse. Here they are taken by order pickers and work on filling the order starts immediately.

Rolled Steel leases five trucks for delivery in the Chicago area. Another six leased units are used for transportation between the two Skokie plants and one in Houston, Texas. Stock turn-over

is fast, with the average in-and-out period about 30 days.

Key to Success

Company officers claim that the sales department is the key to the success of the entire operation. This 32 x 74-ft room is surrounded on three sides by a 10-ft high blackboard. Salesmen, each assigned to a specific national territory, watch the constantly changing chalk entries put on the board by markers.

These entries designate the amounts and prices of steel items available in inventory. Salesmen then call prospects, either from information on punch cards or from personal knowledge.

A three-minute egg timer on the desk of each salesman keeps a check on long distance calls; but the company still has an annual phone bill of \$100,000. An automatic sub-station installed by the telephone company expedites long-distance phoning. It carries 200 lines and permits long distance callers to dial the plant without going through an operator.

The finger-tip knowledge of inventories before the salesman at all times is an advantage. It per-

mits him to start the delivery of an order at a moment's notice.

To further increase knowledge of customer needs, Rolled Steel has built a library of steel requirements. Customer requirements are charted with the aid of automated paperwork. Three machines are used — sorter, key punch and an accounting machine for addressing.

Punch Card Kept

When a sale is made or an inquiry comes in for steel, a punch card is made. When an item becomes available from one of the supplying mills, the company can determine which of its 24,000 customers might have a need for the item. This information is taken from the punched card file. The cards are put into the accounting-addressing machine and mailing pieces are sent to the customers. In many cases the salesman contact the customers by phone.

The company also keeps a sharp eye for industry trends. When such trends are spotted, warehouse inventory is adjusted accordingly, and the salesmen make immediate customer contacts on the basis of the new stock picture.●

Vancouver—Gateway for

By Warren E. Crane
DA Northwest Correspondent

Cooperation of business and government
coupled with modern handling methods has
built grain shipping through Vancouver



Giant grain elevators towering above the Vancouver waterfront remind the 600,000 residents of the city that it is one of the largest grain ports

DUE largely to its modern handling facilities and the cooperation of its business and government, Vancouver, British Columbia, has become a leading shipping point for grain.

It serves as an outlet for much of the 300-million to 500-million bushels of wheat that are harvested each year on the prairies of Canada. This has helped to build Vancouver into the third largest city in Canada. Its population, including the metropolitan area, is about 600,000.

Vancouver was established in 1889. Its first shipment of grain was a small parcel of oats sent to South Africa in 1899.

During the calendar year 1957, 140,921,784 bu were shipped through Vancouver. This improvement over the 123,667,097 bu shipped in 1956 was registered in spite of a nationwide drop in the number of ship arrivals, total cargo tonnage, and total grain exported. Vancouver's arrivals also fell in 1957. The latest figure is 31,433 as compared with 33,031 in 1956. Total cargo tonnage in 1957 was 13,122,500.

The growth of Vancouver as a shipping point for grain has been due in part to efficient methods of handling. The stevedoring companies use the latest type of automatic trimmers and other new devices. In Vancouver, the grain authorities make sure that the wheat is cleaned and dried if necessary. After it has been carefully weighed and inspected,

Grain

a certificate is issued to the shipper by the Board of Grain Commissioners.

A carload of grain is handled very quickly and efficiently. The car is lifted and its contents dumped in a few minutes.

Officials have been testing a novel steel jack lift. This is used to lift up the lower part of the bulkhead built at the boxcar door. By raising these boards, workers allow the grain to flow out rapidly. The jack was invented by C. C. Head, manager of the Victoria Grain Terminal, of Victoria, B. C.

One of the grain elevators of Vancouver also has been experimenting with a new type of door invented by Julian Foss, of the Stevenson Plywood Co. It is a rigid door hinged at the ceiling of the box car. When not in use, it hangs overhead in the car. It is suspended by safety chains and operates in steel channels. Made of three-quarter inch plywood, it is guaranteed to hold 60,000 lb on a 9-ft 6-in. span. The new door makes possible a wide doorway clearance in grain cars. Vancouver Terminal of the Archer Daniels Midland Co. has been testing it.

Since building its first Vancouver elevator in 1916, the government has added to its elevator facilities. Today, they have a capacity of 125-billion bushels.

These government-owned facilities are controlled by the National Harbour Board of Canada. This group handles the export of grain through Halifax, Chicoutimi, Three Rivers, Montreal, St. John, Churchill on Hudson Bay, and the Pacific Northwest comprised of Vancouver, Victoria, New Westminster, and Prince Rupert.

The National Harbour Board, according to Capt. B. D. L. Johnson, Vancouver port manager for
(Please Turn to Page 61)

Redesigned container, loaded at dock, is carried by 2000-lb capacity Yale fork truck to the storage section



HHG Warehouse Steps Up Handling Efficiency

Wheels on storage containers give way to pallet base and fork truck

DEVELOPMENT of a practical container and later an efficient means to handle that container have helped King Van Lines, Inc., in Wichita, Kansas, build a business which has been increasing at the rate of 25 to 30 per cent each year since 1953.

The company was founded by W. C. King early in World War II as a local and "short" long distance moving firm. In 1953 it was reorganized and acquired coast-to-coast rights.

Shortly after entering the business, King developed a large storage container for unit loads. Mounted on small metal wheels, they could be pushed around the warehouse.

The quest for modernization continued when the company moved into its 30,000 sq ft sub-

urban warehouse. Methods were sought to increase efficiency.

This search resulted in the purchase of a 2000 lb capacity gasoline operated lift truck.

For best use of this equipment, a smaller storage vault, 4½ by 6 by 7 ft, was put into service. This container could be stacked in the warehouse giving King a 100 per cent increase in storage.

The receiving operations remain unchanged. Items to be stored are taken directly from delivery vans to storage containers. When the container is full and sealed, it is marked and delivered to a specified storage area.

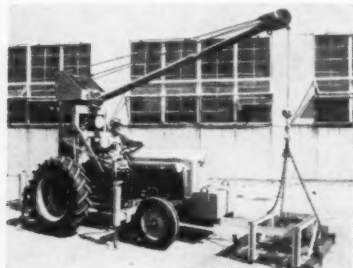
King has found that this method of moving containers has resulted in a saving of 30 to 50 man-hours each week. •

PRODUCTS

... FOR FURTHER INFORMATION

Crane for Yard Use

The Anthony Co. has developed a new crane particularly adapted to materials handling in yard areas. Capable of lifting 5000 lb, it is suitable for installation on either wheeled



or track-type tractors. It is bolted directly to the chassis. The boom has a high pivot point so as to clear the tractor body. Lengths of the boom range from 12 to 16 ft. It is made of heavy cold-drawn stainless steel tubing and actuated by a heavy-duty hydraulic cylinder.

Circle 36 on Card, Facing Page 49

Stencil Kit

The Marsh Stencil Machine Co. is offering Rolmark, a new method of rolling stencil addresses onto shipments with an inked rubber roller. The sponge rubber roller distributes ink to the openings in the stencil by a forward and back movement. It

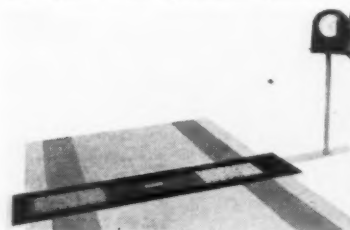


makes a clear distinct mark through heavy stencil board and through small size stencils. A cover and closure protect the roller and prevent drying out during idle periods. A rest bar holds the roller clear during idle periods.

Circle 37 on Card, Facing Page 49

Truck Weighing System

Truck Scale and Research Corp. has developed a system for weighing axle loads of a moving truck, using a 12 in. direct-reading dial which can be located any place within 40 ft of the scale. The hydraulic Quick-Way

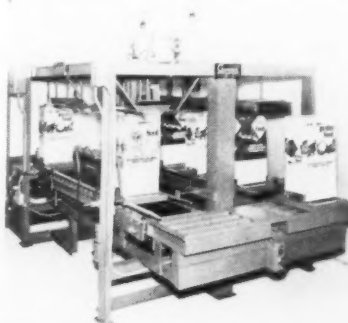


scale requires no pit to accommodate beams and levers. These features allow the entire device to be installed in an 11½-in. recess in a concrete driveway to form simple, rugged weighing facilities.

Circle 38 on Card, Facing Page 49

Carton Maker & Sealer

General Corrugated Machinery Co. has produced a One Man carton maker, which seals one end of a carton on dummies before being filled, and the other end after filling. The operator opens the knocked-down flat carton or case, slips it over a dummy frame, and advances same into the



carton-maker machine. One long panel full-flap is folded, glue is applied to all required areas. The glue used in this machine is a fast-setting, highly water-resistant resin adhesive applied through General's Closed-System glue applicator. After filling, the cartons or cases are double-layer glue sealed.

Circle 39 on Card, Facing Page 49

Air Operated Stapler

Bostitch has added an air-operated model, D14AD, to its wide-crown stapler line for sealing filled corrugated containers entirely from the outside. It is light, portable, fast, and

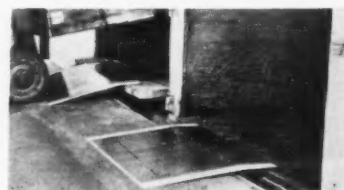


easy to operate. An exclusive single-adjustment clinch control changes the staple penetration depth and automatically regulates tightness of the clinch. This new stapler operates with 90 psi (maximum) air pressure, and weighs 3 lb, 14 oz.

Circle 40 on Card, Facing Page 49

Dock Plate

Magnesium Co. of America is offering an aluminum Truckers' Special dock plate that is low cost, lightweight, safe and strong. This new dock plate is intended primarily for truck terminals and similar motor freight applications. Made of high-strength rustproof aluminum alloy, it



permits axle loads up to 5000 lb. The unit is available in standard sizes from 48 x 24 in. to 48 x 48 in. Various lengths will service height differences up to 7 in. between truck bed and dock and still keep ends flush. The aluminum dock plate can be handled and positioned easily by one man.

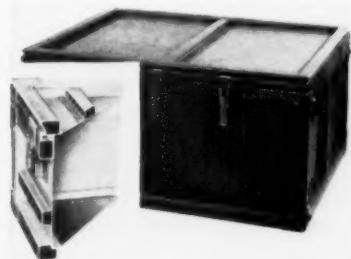
Circle 41 on Card, Facing Page 49

and EQUIPMENT

PLEASE USE THE READERS' SERVICE CARD • • PAGE 49

Modular Case

A lightweight transit and a combination case for instrumentation, test equipment, alignment fixtures, missiles and components has been developed by Zero Mfg. Co. The case



is designed around a series of aluminum extrusions which form a framework and act as stiffeners for stressed skin panels which inset into the extrusions. Special corner caps further strengthen the structure and provide additional environmental protection.

Circle 42 on Card, Facing Page 49

Drum Cart

The John Bean Div. of Food Machinery & Chemical Corp. is offering its new Easy-Load drum cart. Fifty-five gallon steel drums are quickly and easily loaded and unloaded when using this new loading cart. The cradle is raised to a vertical position



and the drum is positioned and locked to the cradle. Self-seal connectors are screwed into the bungs, and the drum is tilted to the horizontal position. The suction line to the pump is quickly connected by using a self-seal, quick-connect fitting. The cart can be equipped with either iron or bronze hand-operated pumps.

Circle 43 on Card, Facing Page 49

Pneumatic Clipper

The new Clip-Top packer, Model P, offered by Container Stapling Corp., closes filled cartons from the outside with King-Size staple clips. Only three or four staples are required to close any average carton. This ma-



chine also sets up empty containers ready for packing. Tilt-top handle increases operator's output because it removes fatigue. The new adjustable anvil staples A, B, or C flute corrugated board. An adjuster screw controls the staple clip for any flute thickness.

Circle 44 on Card, Facing Page 49

Live Roller Conveyor

A new live roller conveyor unit, with 1.75 in. diameter rollers, has been introduced by The Rapids-Standard Co., Inc. This unit is capable of speeds ranging from 22 to 100 fpm with a load capacity of 25

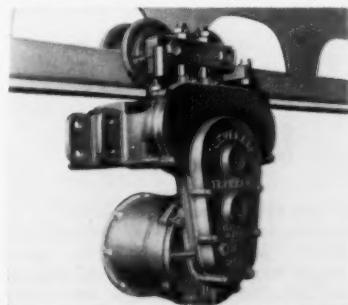


lb per foot of conveyor length. Standard speed is 56 fpm. The drive is supplied by a ¼, ½ or ¾-hp motor, depending on the load requirements. Available in section lengths of 5 or 10 ft, the new live roller unit has a maximum length limitation of 100 ft.

Circle 45 on Card, Facing Page 49

Overhead Tramrail Tractor

A motor-powered tractor for use on overhead tramrail materials handling systems has been developed by the Cleveland Tramrail Div. of The Cleveland Crane & Engineering Co.

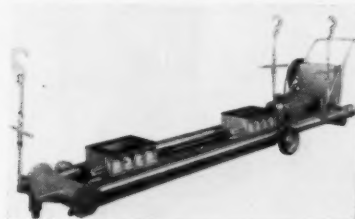


The MT tractor unit is driven by two 5-in. diameter steel rollers under spring pressure against the bottom of the track. Rubber drive rollers also are available for special applications. The tractor will develop a drawbar pull of 300 lb. Minimum speeds are 50 fpm with a ½ hp motor, 75 fpm with a ¾ hp motor and 100 fpm with 1, 1½ or 2 hp motors.

Circle 46 on Card, Facing Page 49

Bulk Unloader

The full capacity of a bulk flour railroad car can be unloaded in a matter of 2½ to 3 hours by a new car unloader developed by Food Machinery Div., Baker Perkins, Inc. Low-slung and riding on rubber-tired wheels, the unloader is especially de-



signed for quick, air-tight attachment to GATX Airslide cars. In operation, it both conveys flour from the car by air at the rate of 600 to 1000 lb per minute, and provides air to actuate the airslides of the car. The unloader consists of two 10 x 17 in. rotary feeders in series directly connected to a 1-hp gearhead motor.

Circle 47 on Card, Facing Page 49
(Please Turn Page)

DA NEW PRODUCTS and EQUIPMENT

CONTINUED FROM PREVIOUS PAGE

Swivel Stacker

A high-speed stacking belt for use with standard **Power-Curve Conveyor Co.** box car and truck loaders makes push-button one-man car loading of bags possible. The operator simply guides the bags as the conveyor stacks to full height anywhere

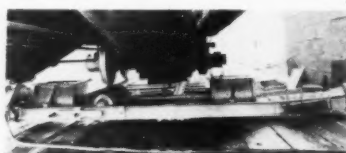


in the car. This unit is capable of continuous operations at 30 bags per minute. The stacker hoist is push-button hydraulic, it lifts the end of the belt from 18 to 72 in. above the floor. Swivel casters swing **Power-Curve** stacker which has an automotive type hydraulic brake.

Circle 48 on Card, Facing Page 49

Dual Feed Unloader

A portable transfer unit with a dual feeder device which empties **Airslide** cars in half the time of a single-feeder unit is being offered by **Fuller Co.** This dual feeder has two airlocks, each of which is situated directly beneath outlets in the car. It is de-



signed for handling flour and other materials with similar properties. The new portable transfer is equipped with a manifold which can be plugged in either end, making it possible to unload from each side of the car. Material drops by gravity through the two outlets into the air-locks.

Circle 49 on Card, Facing Page 49

Storage Rack

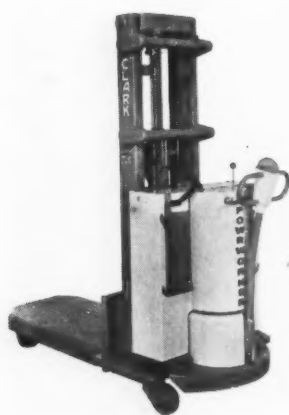
Palletflo, a live storage rack for compact order picking from pallets, is the latest product of the **M-H Standard Corp.** Loaded pallets placed at the rear of the rack roll slowly at a controlled speed to the front of the rack where they are stopped without impact. Any number of pallets may



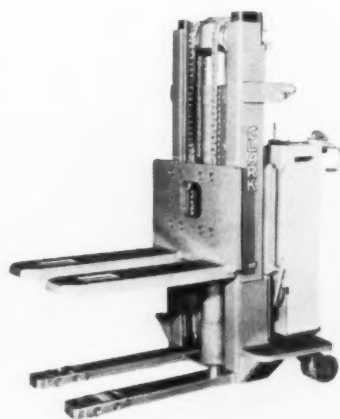
be stored in a row. The heavy duty wheel rails are designed to handle pallets with the usual condition of wear and tear, loose or warped boards and protruding boards. These racks are available in standard and special designs and also in conjunction with conveyor systems to permit rapid order picking from any style or size of pallet.

Circle 51 on Card, Facing Page 49

High Lift Trucks in Pallet and Platform Models



Two new high-lifting units have been added to the **Powrworker** line of battery-powered hand trucks produced by the **Industrial Truck Div. of Clark Equipment Co.** The high lift pallet truck is designed to handle single-face pallets. The high lift platform has platforms available in lengths from 36 through 60 in. Both

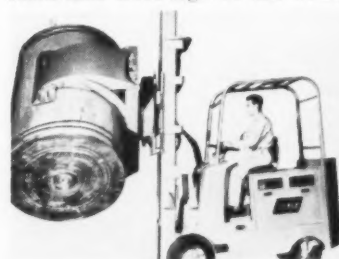


units will lift a 4000 lb load 130 in. or more. Overall width is 42½ in. An articulated drive unit, which raises or lowers 3 in. to compensate for uneven floor conditions is featured on both units. Without batteries, the high lift pallet truck weighs 3310 lb. and the platform truck 2950 lb.

Circle 50 on Card, Facing Page 49

Heavy-Duty Paper Clamp

The **Elwell-Parker Electric Co.** announces an extra-heavy-duty roll paper clamp, engineered to handle 6000-lb rolls with diameters up to 60 in. and widths up to 85 in. or more. The heavy-duty truck and clamp can stack rolls three-high on end without

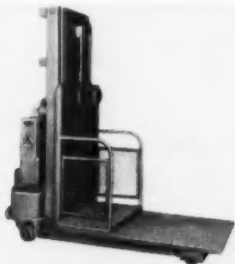


need for dunnage. The clamp features 360 deg rotation to carry rolls in vertical or horizontal positions. This rotation is an important feature for car loading and unloading, especially where single door cars are involved. Rolls with diameters from 30 to 60 in. can be safely handled. Combined pivot and sliding action of the clamp provides maximum stroke with minimum overall width.

Circle 52 on Card, Facing Page 49

Walkie Truck

A new line of rider-type, high-lift JackStacker materials handling trucks operated from a complete set of controls on the platform has been introduced by Lewis-Shepard Prod-

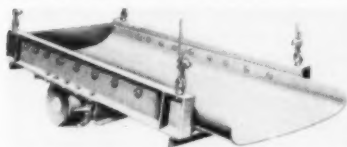


ucts, Inc. The full set of controls for steering, lifting, lowering and driving in forward or reverse allows the driver to control all movements of the electric powered truck from stand-drive position. Each unit has a 3½-ft high screen guard at both sides of the operating position. The trucks are offered with either forks or platforms. They are available in capacities from 1500 to 3000 lb.

Circle 53 on Card, Facing Page 49

Vibrating Feeder

A new MC motorized counter-weight feeder, capable of feeding a variety of bulk materials direct from bin or hopper at a controlled, uniform rate, is offered by Link-Belt Co. This

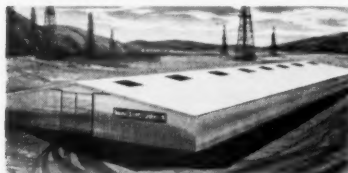


unit consists of a trough and motorized vibrator drive, mounted on a rugged channel frame. The drive is an integral part of the feeder. Twelve sizes are available in standard widths of 2, 3 and 4 ft and lengths from 5 to 8 ft, with capacities up to 250 tons an hour.

Circle 54 on Card, Facing Page 49

Low-Cost Steel Building

The Steel Bldg. Co., Inc., is offering a new low-cost all-steel building designed for a large variety of appli-



cations. Bearing the name Stran-Master, the steel building is fire-resistant and capable of expansion, in sizes from 24 x 32 ft to a total of 400,000 sq ft.

Circle 55 on Card, Facing Page 49

Combination Attachment

A new combination folding fork and carton attachment is being offered by Automatic Transportation Co. This new unit can pick up cartons with or without the use of its forks. The fork can be folded back and the cartons filled, then they are



picked up by the load carrying plate or spade by inserting it under the steel strapped cover lip of the carton. Cartons of other types which cannot be transported by the load carrying plate can be picked up on pallets or directly on the chiseled forks. The 6 in. forks are adjustable at 4 to 12 in. inside to fit various pallet sizes. Rated capacity of the forks is 1285 lb on a 15-in. load center.

Circle 56 on Card, Facing Page 49

Expendable Plywood Pallet

Through the use of heavy plywood trim, a pallet that is inexpensive, yet rugged enough for continued use or resale, has been jointly developed by Encinal Terminal and Weyerhaeuser Timber Co. This pallet is basically four 2 x 3 in. fir stringers with an



upper deck of 11 strips of ½, ⅝, or ¾ in. plywood trim, and a bottom deck of six similar plywood-trim pieces. Using this Expend-A-Board pallet, the new Encinal system of unitized loads expedites handling of many types of cargoes. This system permits packaged cargo to be handled in unitized pallet loads from point of origin to destination.

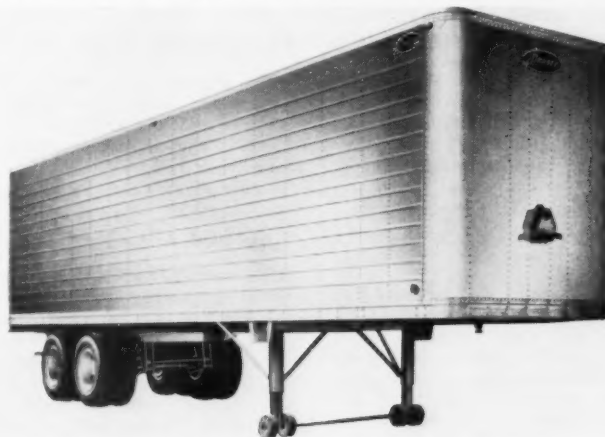
Circle 57 on Card, Facing Page 49

Shipping Bags

Industrial shipping bags fabricated from 10-mil polyethylene film are available from Chippewa Plastics, Inc. The bags must be heat sealed so that no part of the seal has a tensile strength of less than 1800 lb psi at 23 deg C or has a stretch of less than 350 per cent.

Circle 88 on Card, Facing Page 49

Dry Freight, Produce, and Refrigerated Aluminum Trailers



A new line of aluminum trailers, the Satellite Series, is offered by Dorsey Trailers. This new line will be available in dry freight, produce and refrigerator trailers, as well as an extra-high-cube model. The 35-ft dry freight van with 91 in. width and 90 in. inside height weighs only 8750 lb. The produce van features a new and improved cooling system. This unit is equipped with a bunker wall,

consisting of two doors that can be opened flat against the side walls, making the bunker space available for cargo when ice is not required. The 35-ft model weighs only 9930 lb. The refrigerator van has the same advanced construction plus Dorsey assembly-line insulation technique. It also features low weight, only 9560 lb in the 35-ft model.

Circle 58 on Card, Facing Page 49

**FREE**

LITERATURE

Conveyor Catalog

A new catalog designed to aid management and operating personnel in selecting hinged steel belt conveyors for handling scrap, chips, turnings, stampings, forging, heavy parts, assemblies and similar materials in heavy industry and warehousing operations is being offered by May-Fran Engineering, Inc.

Circle 59 on Card, Facing Page 49

Battery Bulletin

The use, design, and construction of the C & D Batteries, Inc. line of explosion-proof Sylvor-Clad batteries is offered in a new bulletin.

Circle 60 on Card, Facing Page 49

Specialized Attachments

Literature describing the specialized attachments that can be mounted on the Hyster Co. side-shift load-grab clamp-type apron is available. Among the various attachments which can be mounted on this apron are bale arms which can be used to handle cotton, baled materials, sacks and other resilient loads; pallet arms which provide fork positions for any size of palletized loads; and paper roll arms for handling rolls of paper, cloth and other cylindrical items.

Circle 61 on Card, Facing Page 49

Screw Elevator

Fort Worth Steel & Machinery Co. has prepared a bulletin describing its screw elevator with dry shaft drive. Cross-section drawings of DSD units and detailed description of how triple protection against oil leakage is obtained are included.

Circle 62 on Card, Facing Page 49

Power Sweeper Brochure

Wayne Mfg. Co. is introducing two new power sweepers—705 and 706. One feature for both new models is the Filter-Vac dust control system which provides greater filtering area over previous models. Dumping the hopper is accomplished by hydraulically raising the rear hopper.

Circle 63 on Card, Facing Page 49

Bag Conveyor Belting

Imperial Belting is offering a bulletin describing its new bag conveyor belting. It combines a heavy-duty hard silver duck fabric with a special compound to resist oils, fats, and similar substances. It is said to give better performance at the lowest operating cost possible.

Circle 64 on Card, Facing Page 49

Tape Dispenser

Better Packages, Inc. has prepared an illustrated sheet giving specifications and advantages of Boxize, a system for top taping in conveyor lines. Feature of the Boxize is its electronic selector which causes each box to dispense its own correctly measured strip length.

Circle 65 on Card, Facing Page 49

Conveyor System Manual

The Conveyor Div. of the American MonoRail Co. is offering a 44-page technical manual containing the data needed to engineer any size American Cable-Way conveyor system.

Circle 66 on Card, Facing Page 49

Electric Fork Truck

The Elwell-Parker Electric Co. has prepared a four-page folder, illustrating and describing its Model F-30T4, 4000-lb cap, electric-powered fork truck.

Circle 67 on Card, Facing Page 49

Tape and Adhesive Catalog

Permacel-LePage's, Inc., has prepared a 12-page pamphlet listing their entire line of tapes and adhesives. Tables give brief descriptions of each product, its properties and application. Government specifications, tensile strength and price list references are included.

Circle 68 on Card, Facing Page 49

Weighing or Storage Hoppers

A dual-purpose hopper for the weighing or storage of fluffy, difficult-to-handle dry materials is described in a product data sheet offered by the Richardson Scale Co. This bulletin discusses operating details, capacities, construction features, and method of charging and discharging.

Circle 69 on Card, Facing Page 49

Carloading Check Chart

Signode Steel Strapping Co. offers a carloading check chart for anchored loads. It is designed for shipping room and loading dock personnel. This wall chart includes instructions for preparing the car, wrapping anchor plates, draping the car, bulkhead construction, and use of strapping tools.

Circle 70 on Card, Facing Page 49

Box Closure Methods

A Guide To Better Closures, prepared for users of fibreboard boxes and packages, has been published by Acme Steel Co. Closure methods such as hand and machine gluing, taping, stapling and wire stitching are discussed along with advantages and disadvantages of each. A special section on regulations for sealing fibreboard containers is included.

Circle 71 on Card, Facing Page 49

Dock Ramp Catalog

A four-page brochure describing and illustrating their truck-actuated, completely automatic dock ramp has been prepared by Rotary Lift Co. The spring compensator is described in detail showing how it eliminates bulky counterweights. Cross-dock safety lock, automatic floating action, and self-aligning bumpers are other features of this unit.

Circle 72 on Card, Facing Page 49

Rubber Catalog

The Acme Rubber Mfg. Co. is offering a 72-page catalog of industrial rubber products. It covers hose, conveyor belting, packing, plastic pipe, and couplings. Information on applications, product construction and lengths available is included, along with specifications listing diameters, working pressures, weights and plies.

Circle 73 on Card, Facing Page 49

Pail Package

Bennett Industries, Inc., has prepared a descriptive folder on their new package unit, Handy-Pak. It consists of a top and bottom cap of corrugated board between which 27 steel pails are packed in three layers. Two strong steel straps hold the entire assembly firm. This unit permits pails to be stacked 15 high increasing storage capacity.

Circle 74 on Card, Facing Page 49

Free Pallet Slide Rule

The February issue of *DISTRIBUTION AGE* carried a story on "Slide Rule Savings in Palletization." The story was accompanied by a "do it yourself" slide rule. This rule permits the user, in a matter of seconds, to determine the correct pallet pattern for any one of thousands of different container sizes. A new reprint of the slide rule, on heavier stock, now is available.

Circle 75 on Card, Facing Page 49

Caster Catalog

A revised catalog on casters and wheels has been issued by **The Rapids-Standard Co., Inc.** Fully illustrated, the 32-page catalog contains detailed information on construction, sizes and applications for the units. Specification tables give complete information on rated capacity, type of wheel, weight, and model number.

Circle 76 on Card, Facing Page 49

Plant Layout Booklets

Labelon Tape Co., Inc., announces the development of the Graph-A-Plan line giving instructions for making charts and layouts for use in business and industry. Five new catalogs on the system are available: Statistical Charting, Office Layouts, Organization Charts and Process & Flow Charts.

Circle 77 on Card, Facing Page 49

Facts on Hand Trucks

Selection of the right truck for the job, determining correct truck capacity for loads to be handled, and other factors such as choosing between pallets or platform loading are covered in a new brochure offered by **Automatic Transportation Co.** A specification table of both platform and pallet type hand lift trucks is included in this 12-page folder.

Circle 78 on Card, Facing Page 49

Business Forms

A new catalog published by **The Standard Register Co.**, known as *Stanreco Stock Business Forms*, provides illustrated data showing forms in general use covering the basic functions of business—purchasing, receiving, payroll, accounting, invoicing, etc.

Circle 79 on Card, Facing Page 49

LP-Gas Folder

The Beam Products Mfg. Co. has prepared a folder describing Liquefied Petroleum Gas (Butane-Propane) and the savings it effects in the operation of vehicles. The folder carries illustrations of typical installations as well as technical information.

Circle 80 on Card, Facing Page 49

Conveyor Brochure

Conveyor Systems, Inc., has prepared a folder on its Pullveyor line of conveyors for operation whether in-floor or overhead. Several photographs showing actual installations are shown.

Circle 81 on Card, Facing Page 49

Transportation Law

Transportation Institute, Lewis and Clark College, has published a brochure outlining their new home study course in transportation law.

Circle 82 on Card, Facing Page 49

BOOKS

Industrial Truck Specifications

DA's 1958-59 Industrial Truck Specifications have been reprinted in booklet form. This year's issue is bigger than ever. It includes complete specifications on more than 1000 basic models. Industrial trucks listed include high and low-lift fork and platform trucks, non-lift platform trucks, towing tractors, end-loaders (shovel) and end-loaders (straddle).

All of the important performance and maintenance standards are given for each model—from load capacity to lifting and lowering speeds, and from tire size to turning radius. Copies of the 16-page booklet are available at 50¢ each. Write: The Editor, *DISTRIBUTION AGE*, Chestnut & 56th Sts., Philadelphia 39, Pa. Quantity prices will be quoted on request.

Government Purchasing

Who buys what and where in the United States Government is told in a publication announced by the Small Business Administration.

Entitled *U. S. Government Purchasing and Specifications Directory*, the booklet lists the offices where individuals and firms interested in providing goods or services for the Government can obtain or review specifications covering the Government's purchases.

The 106-page directory, a revision and combination of two previous Small Business Administration publications—the "U. S. Government Purchasing Directory" and the "U. S. Government Specifications Directory"—is on sale by the Superintendent of Documents, U. S. Government Printing Office, Washington 25, D. C., for 55 cents.

For prompt service, use postage-free postcard provided to obtain **FREE LITERATURE** and **NEW PRODUCT** information described in this issue. **All material is FREE** unless otherwise noted.

Hand Lift Trucks

"You Can Move Tons Easily with 2 Hands and 4 Wheels . . . and the Right L-S Truck" is the title of a booklet offered by **Lewis-Shepard Products, Inc.** Dimensions, specifications and performance characteristics of many hand lift truck models are included.

Circle 83 on Card, Facing Page 49

Materials Handling Equipment

Barrett-Cravens Co. is offering a catalog describing and illustrating their complete line of materials handling equipment. Photographs and specifications of the various models are included.

Circle 84 on Card, Facing Page 49

Transportation Study

The **Academy of Advanced Traffic** has issued a new bulletin on its day and evening courses in traffic and transportation. Courses offered include: Traffic management, advanced traffic and law, ICC practice and procedures, export-import traffic, air freight traffic, motor carrier regulation, etc.

Circle 85 on Card, Facing Page 49

Liquid Shipping

A new packaging approach for shipping liquids in a polyethylene bottle and corrugated box is covered in detail in a technical report released by **Hinde & Dauch**. Reduction of shipping costs through lighter weight, easier handling, elimination of breakage and saving on set-up costs are discussed.

Circle 86 on Card, Facing Page 49

Dolly and Bag Truck

A new circular "Hand Trucks with a Purpose" is available from the **Chicago Manufacturing and Distributing Co.** It describes Marion dolly trucks of malleable iron, with roll-on feature for large rolls, kegs, barrels, or rolls with capacities up to 8000 lb, and the bag-holding trucks which hold bag in open position for filling and moving bulk items shipped in bags.

Circle 87 on Card, Facing Page 49

AMA Conference Studies The Role of Packaging

**Executives of three companies discuss the
package's part in integration of industry
for better shipping, handling, inventory**

A BROAD view of packaging as it is related to other operations of industry was presented at the 27th National Packaging Conference held by American Management Association in New York.

The conference shared "twin billing" with the National Packaging Show, an event which attracted a record 35,000 visitors. For coverage of the show see page 42 of the June issue of DISTRIBUTION AGE.

Ford Story

C. L. Hanchett, supervisor-materials handling, engineering, inventory planning and handling, Ford Division, Ford Motor Co., described for the conference the company's Integrated Materials Handling System. This, he said, is a plan "wherein the individual requirements and interdependent relationship of product design, packaging, shipping, control, and intra-plant handling are analyzed to develop methods that will effect the most economical movement and storage of materials."

The objectives, according to Hanchett, are: Better utilization of plant and equipment, better utilization of personnel, reduced freight and receiving expense, reduced handling expense, and improved quality.

Hanchett, claiming that the ability to do a good job is directly related to organizational stature

and management recognition, explained the organizational structure of Ford as it relates to integrated materials handling.

Another Ford Division speaker was W. H. Albrecht. He is supervisor-handling methods and equipment unit, material handling engineering.

He listed some objectives of the Ford packaging program. These, while not necessarily cost cutting in themselves, when tied into the Integrated Material Handling System result in definite overall savings. The objectives are: to eliminate undesirable containers; to eliminate overweight containers; to eliminate, where possible, odd size containers; to reduce container cost while preserving protective qualities; to reduce piece-price cost of material through better handling, packaging, or shipping methods on the part of the supplier; to reduce costs through use of a better alternate shipping method; to reduce assembly plant and supplier handling costs by use of shuttle racks; to reduce transportation costs by working with traffic and purchasing; to adopt package quantities and specifications, making them part of the purchase contract. Quantities and specifications, the speaker said, should be based on production usage.

Albrecht said that the intra-plant handling phase of the Integrated Material Handling System

is built around the use of trailer trains. These eliminate the undesirable feeding conveyors by using aisles for the movement of materials. To eliminate the old storage conveyors, Ford has adopted standard tierable racks which use the air rights in the plant.

Ford divides the stock storage area into two parts—line feed stock and reserve stock. Stock is received in standard packages. The standard package or shipment quantity is the result of a cost compromise of freight, supplier facility and cycle run limits, and assembly plant storage costs.

Gerber Story

John C. Suerth, general manager-manufacturing, and Edward N. Burnett, chief engineer, spoke on "Packaging Operation at Gerber's Baby Food Plants."

Suerth emphasized the cost procedures of the company. Tracing the development of the program, Suerth described the amazement of supervisors when they were shown how many times raw produce had to be handled from the time it entered the plant until the finished goods were shipped. Instead of using a standard unit of cost per finished case, Gerber assigned units which the supervisor could actually use to measure his actual costs versus theoretical costs. These units in their particular department language are the terms in which they are set out in our direct cost reports. Gerber doesn't use dollars and cents in any of these direct cost reports. This is because the department foreman has no control over the cost of ingredients. His only area of control is over waste—both labor and materials.

Burnett described the Gerber organization for selection of new packaging equipment.

Lewis-Howe Story

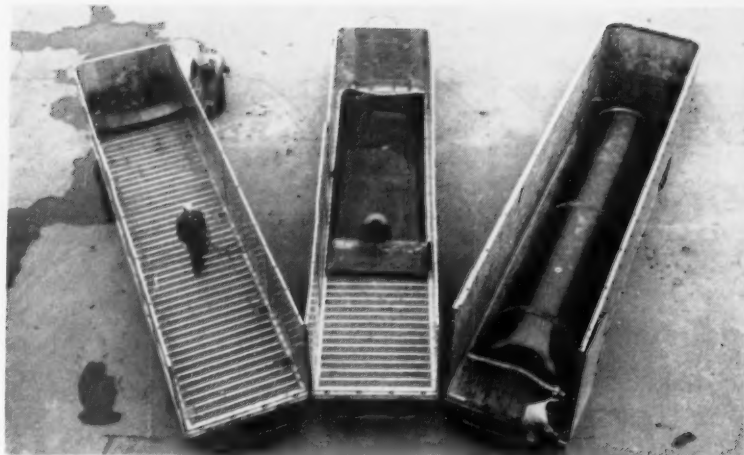
William T. Dooley, Jr., vice president; Robert B. Etter, Jr., plant superintendent; and Philip H. Lanham, plant engineer, spoke for the Lewis-Howe Co. Their subject: "Systemation at the Lewis-Howe Plant."

Dooley defined the systemation (Please Turn to Page 61)



Above: 4000-gal tank, made by U. S. Rubber Co., can be used for storage

Three steps convert dry cargo truck for return haul of liquid products



INTegration in transportation and storage of liquids has become a possibility for many companies through the development of large collapsible tanks.

Originally designed to provide a return cargo in liquid hauling operations, the tanks also can serve as a common unit of transportation suited to highway, railroad, and barge operations.

Tanks, made by several manufacturers, come in a variety of sizes. The size most likely to develop interchange among various modes of transportation is 35 ft long and 56 in. in diameter. This will carry 3800 gal. It already has been used in several applications where trucks carry liquids out, but have only dry cargo for return hauls.

A 6500-gal size is considered the tank best suited to rail cars while the barge industry is expected to use a larger size such as 10,000 or 20,000 gal. A 15,000-gal size measuring 45 x 11 x 6 ft has been used for storage in the oil fields.

Rubber Tanks Integrate Liquid Transportation

Big, collapsible tanks may serve as common unit for truck, rail, and barge

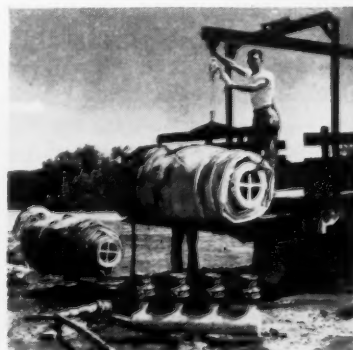
A typical tank for truck applications is made of four plies of rubber coated rayon tire fabric molded similar to a tire. Both ends are sealed by metal closures. The outer surface is neoprene.

The inner surface can be made of any of a variety of materials which make possible the handling

of almost any type of liquid, even corrosive chemicals. A polyethylene liner can be used with edibles.

Empty, the containers are rolled into a cylindrical package for storage. The 35-ft size rolls to 25 in. in diameter and 7 ft 4 in. long. The 45 ft tank rolls into a package 8 ft long by 2½ ft in diameter. •

Oil field storage problems were solved by this Firestone 15,000-gal tank
Below: A built-in pressure-release system prevents damage from overfilling





Low-cost ½-TON lift...3-tool usefulness

If you still think of fork lifts in terms of \$3000 to \$4000 or more per unit, you're in for a pleasant surprise! For much less, Kwik-Mix Moto-Bug puts labor-saving fork lift service within economical reach of small plants — and has unlimited usefulness as an auxiliary low-cost material-handling tool for heavy industry. You get 6-foot lifting height and 1000-lb. capacity, (at 15-inch load center) with S-10 Moto-Bug. It has adjustable forks 6 to 32 inches wide, full power forward and reverse, short 61-inch turn radius — tilting mast optional. S-10 weighs 1655 lbs. — works on light ramps and over old warehouse floors where heavier lift trucks can't safely travel. For diversified material handling, fork lift is interchangeable with ¾-ton hopper body, flatbed platform. Want more facts? See your Kwik-Mix distributor or send coupon.

KWIK-MIX Company, Port Washington, Wis.
SEND US DETAILS ON: ☐ S-10 ☐ R-18 Moto-Bug

NAME _____

TITLE _____

COMPANY _____

DIVISION _____

STREET _____

CITY, STATE _____

KM805 DA



KWIK-MIX® MOTO-BUG® Division of

Koeberling Co.



Switch S-10 Moto-Bug from fork lift to 10 or 15-cu. ft., gravity-dump hopper and you have a big capacity power wheelbarrow that carries up to 1500 pounds of any bulk material.



Change from hopper body to 32-inch x 4-foot flatbed, and you have a heavy-duty, ¾-ton truck with tilting platform. Larger-capacity R-18 Moto-Bug with multiple attachments is also available. Exhaust fume-control unit, or L. P. gas equipment is optional on the R-18 or S-10.



What to do . . .

(Continued from Page 31)

likely find that there is no good reason. If one does exist, it may be due to a misunderstanding or incorrect assumption on your part. Be more tolerant. The other fellow has problems too.

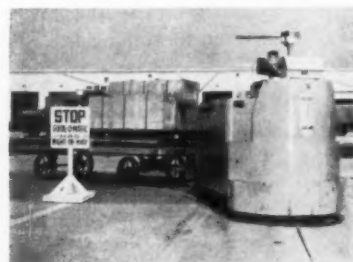
Improper living habits can accent tension. Because mental and physical health are so closely related, you would do well to check up on your sleep, your recreation, your exercise and your eating.

How much sleep are you getting? Most people need at least seven hours each night. Are you giving your body the exercise it must have to keep your system functioning smoothly? How is your weight? Determine what your best weight should be, and keep it there.

Finally, check your health. Good health is your best defense against tension. Have a health examination every year. •

(Resume Reading on Page 32)

Driverless Tractor at Work



Five heavy-duty driverless tractors are now in operation over a three mile route at the North Kelly Field warehousing area of Kelly Air Force Base, San Antonio, Texas. Five warehouses are served by the wire-guided system. The trains run indoors, outdoors, across railroad tracks, and up and down ramps

Table II: Summary of Tension Factors (Continued from Page 29)

RECREATION

Take exercise	Daily 14.8%, Week-ends only 33.4%, Infrequently 51.8%
Extra-curricular activities	Yes 46.6%, No 53.4%
If any, what kind	Civic 42.7%, Church 51.7%, Fraternal 21.7%, Youth 17.5%, Business clubs 43.4%, Other 25.2%
Hours a week	Under two 37.3%, Two to five 49.1%, More than five 13.6%
Have hobby	Yes 60.3%, No 39.7%
Hours a week	Under two 37.2%, Two to five 50.0%, More than five 12.8%
Week-ends free	Always 21.6%, Usually 69.4%, Rarely 9.0%
Regular annual vacation	Spring or summer: Yes 77.8%, No 22.2%
	Weeks: One 10.1%, Two 43.1%, Three 42.7%, Four 4.1%
	Fall or Winter: Yes 35.4%, No 64.6%
	Weeks: One 42.1%, Two 27.1%, Three 24.3%, Four 6.5%
Go away for vacation	Yes 83.3%, No 16.7%

WORRIES

Health	Yes 20.9%, No 79.1%
Personal finances	Yes 18.0%, No 82.0%
Office problems	Yes 25.9%, No 74.1%
Home problems	Yes 13.5%, No 86.5%

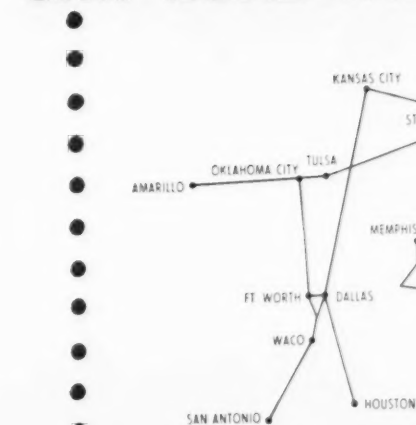
HEALTH

Annual check-ups	For self: Yes 69.0%, No 31.0%
	For wife: Yes 47.6%, No 52.4%

RETIREMENT

Preparation by	Savings program beside company pension: Yes 77.7%, No 22.3%
	Retirement home or location: Yes 44.0%, No 56.0%
Plans	Travel 38.3%, Consultant work 23.4%, Loaf 7.3%, Hobby or interest 50.6%, Civic or church activities 16.5%, Other 10.1%
Attitude	Eager 26.9%, Mixed feelings 68.4%, Apprehensive 4.7%
Retire at age (Ignore company rule)	Fifty or under 4.8%, Fifty-five 18.0%, Sixty 36.7%, Sixty-five 24.1%, Seventy 10.0%, Never 6.4%

"SHIP ROADWAY"



SPECIALISTS IN LTL SHIPMENTS as well as full loads. Intensive training in handling and stacking is your assurance of safe arrival. Twenty-eight years of experience speaks at Roadway!

With scheduled transportation over half the nation (see map) and 70 key terminals to serve you, Roadway Express stands out among motor carriers as the line you can depend on. Single-line service between key points means low-cost, fast transportation . . . coupled with careful handling. We invite your inquiries and business.

ROADWAY EXPRESS, INC.

147 PARK ST.

AKRON 9, OHIO



SWIFT and SURE!

COOKE personalized service speeds products to markets—cuts your cost, raises your profits through individual solutions to your particular warehousing, transportation and physical distribution problems. 30 years a leader in public merchandise warehousing in the world's greatest distribution center! Unsurpassed in specially-trained personnel, methods, equipment and facilities! Write today for detailed brochure.

when time and money count,
count on



J. LEO COOKE WAREHOUSE CORP.

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PENN RR: 140 Bay St. Jersey City 2
Oldfield 3-5080 • Whitehall 3-5090
Whitehead Rd., Trenton 9 • Juniper 7-4646
ERIE RR: 12th & Provost St., Jersey City 2
Oldfield 3-5080 • Whitehall 3-5090

TWX: JC-112



EASTERN REPRESENTATIVES FOR
North Pier Terminal, Chicago, Ill.
Encinal Terminals, Alameda, Calif.



Literature from the Advertisements

Listed below are brief descriptions of catalogs, brochures, booklets and other literature offered by advertisers in this issue of DISTRIBUTION AGE. To get your copies of the items offered, simply circle the appropriate number on the Reader Service Card, facing Page 49.

Before You Move

Planning personnel shifts? Allied Van offers a booklet filled with valuable tips. Circle No. 20.

Two-Speed Power Shift

Allis-Chalmers claims its new two-speed power shift gives fork truck production a double boost. Circle No. 1.

Pallet & Platform Trucks

Automatic's low-lift Transporters come in pallet and platform models in capacities from 4,000 to 15,000 lb. Circle No. 16.

Distribution Service

J. Leo Cooke Warehouse offers individual solutions to warehousing, transportation, and distribution problems. Circle No. 21.

Bigger Payload

Fruehauf Trailer Co. has announced a redesigned aluminum Cargo Star and a new WorkSaver beverage body. Circle No. 4.

Three-in-One Truck

Kwik-Mix half-ton lift converts from fork truck, to gravity-dump hopper, to platform truck. Circle No. 6.

Mechanized Warehousing

Link-Belt's in-floor Trukveyor is said to be made to order for order filling and dispatching. Circle No. 2.

Platform Trucks

Magliner's four-wheel platform trucks have reversible handles, rubber tires, one-piece tops. Circle No. 8.

Movable Magnesium Bridges

Magline Job Report MB-401 describes movable magnesium bridges for spanning in-plant recessed areas. Circle No. 14.

Cutting Handling Costs

Manpower, Inc., has published a new booklet entitled, "100 Ways to Cut Material Handling Costs." Circle No. 13.

Loading Cars and Trucks

New Power-Curve Conveyor Co. push-button bag stacker makes one man job of boxcar and truck loading. Circle No. 9.

Barge Shipping

Bulletin 1801 by Union Barge tells how shipper can save money by using our inland waterway system. Circle No. 22.

FAST PIGGYBACK SERVICE VIA NICKEL PLATE

Dependable—Door-to-Door Delivery—

Expedited service between Chicago, Toledo, Cleveland, Buffalo and St. Louis, or between these points and principal eastern, western and southwestern destinations. Corresponding Nickel Plate service between substantially all important eastern points and the West and Southwest.

Open-top, closed and insulated vans; flat beds and other types of trailers available to suit shippers' or consignees' requirements.

FOR RATES AND SCHEDULES CONTACT

Nickel Plate Road
Terminal Tower
Cleveland 1, Ohio



Or look under "Railroads" in the yellow pages of your phone book

... Your Course

(Continued from Page 33)

per cent and 95 points, 95 per cent. With the standard-hour plan we have a means for measuring results on a percentage basis. And, since standards are established according to the conditions in each plant, we have a yardstick for comparing one operation with another.

Standards of performance are not easy to set up. Actually, the study of handling operations is among the most difficult. It is not possible to explain how time studies are conducted for handling operations in this broad discussion. Persons interested in this phase of industrial engineering will find much helpful information on warehousing in the U. S. Department's Report No. 145. It is a professional study that should be included in the working kit of every warehouseman. Although it is concerned primarily with operations in public refrigerated warehouses, it is so explicit that one can readily adapt it to other fields. My position regarding comparative cost figures is "beware." •

(Resume Reading on Page 34)

First Prize Winner



For helping families over the emotional bumps of moving, Allied Van Lines, Inc., Broadview, Ill., won first prize (a \$1,000 check and certificate) in the first nationwide Great Dane-ATA Foundation Public Relations Awards contest. Richard LaBelle, right, president of AVL, receives the award from George H. Mercer, III, vice president of Great Dane Trailers, Savannah, Ga., as John Ebling, president of Central Motor Freight Assn., Chicago, looks on. As the home state trucking association of the winner, Central received a companion award of \$500

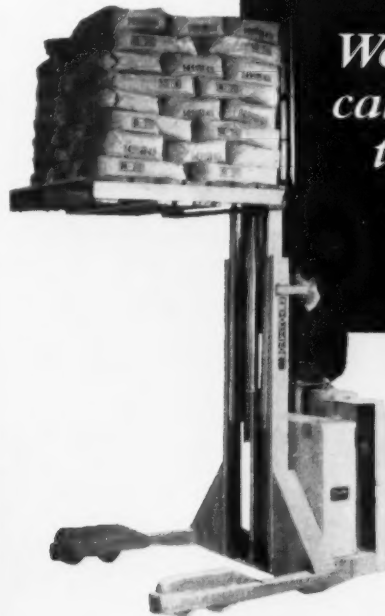
*Because this
has what
it takes...*

The rugged durability and extra value (Timken tapered roller bearings in every wheel, spring loaded non-kicking handle, slide planes for easy pallet entry and 360° lifting radius as standard) of the REVOLVATOR Red Giant hand lift pallet truck (above) has built a reputation which means that...



Red Giant
Hand Lift
pallet truck

*We were
called on
to do
this...*



Explosion-proof
High-lift
Go-Getter

One of six basic models... REVOLVATOR Series 54.00 Go-Getter for use in explosion hazardous areas for chemical and related companies with Class I Group D or Class II Group G hazards designed at the request of one of the country's leading safety authorities. This electric lift truck meets requirements for both hazards and utilizes screw type housings hydrostatically tested to pressures far beyond those required. Additional safety feature—hydraulically operated disc brake.

Therefore: Whether you need a standard piece of material handling equipment or specially designed equipment, call on

REVOLVATOR CO.

8796 TONNELE AVENUE, NORTH BERGEN, N. J.

Circle No. 7 on Card, Facing Page 49, for more information

'On the Go'...

(Continued from Page 35)

The plant is laid out to provide for seven final assemblies, fed by 15 sub-assemblies. The entire assembly operation, from painting to testing, is conveyorized. Final step on the assembly line is packaging, with motors being placed in corrugated cartons.

Storage

The packaged engine moves on a powered roller conveyor to a short elevator conveyor. This unit lifts the carton several feet to the start of another live roller conveyor, on which the engine moves to storage.

Travel is controlled from a console, which operates diverters along the entire line. A total of 30 lengths of roller track stretch out at right angles to the conveyor on which the packaged engines travel. The operator at the console can, by pushing a button, divert a carton to any predetermined storage track.

This permits each of the 12 models assembled to be diverted to its correct track. The models are kept separated as they are being held for shipping. The 30 storage conveyors have completely eliminated manual handling. They have a capacity of 800 cartons.

Shipping

Removing the packaged motors from storage for shipping is handled by one man. He sits at a console

that duplicates the one on the "to storage" side of the line. Another roller conveyor extends along the side of the storage tracks opposite the inbound line. The man at the console can release a carton from any of the storage tracks onto the outbound conveyor.

Again, this system permits first-in-first-out flow. With shipping instructions in front of him, the man can select and gather an entire order simply by pushing buttons. As each carton moves past his desk he attaches a shipping tag.

The cartons then are conveyed either to the truck loading dock or the rail siding. They are moved directly from the roller conveyors to waiting vehicles. •

(Resume Reading on Page 36)



... WHEN THE PLATFORM TRUCK IS A MAGLINER! Magliner's light metal construction makes them easier to push, handle, steer and stop. They're eager to roll... nimble to maneuver. A man and his Magliner just naturally move faster... handle more loads at less cost. *Specifications:* Rugged one-piece tops; reversible handles; rubber tires. Protective rubber bumpers optional. Capacities to 1,500 lbs.

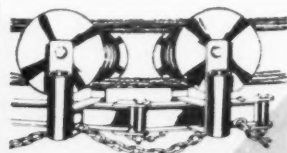
Write today for illustrated data sheets showing complete range of styles and sizes—Magline Inc., P. O. Box 307, Pinconning, Mich.

Canadian Factory: Magline of Canada, Ltd., Renfrew, Ontario



MAGLINER MAGNESIUM PLATFORM TRUCKS

Circle No. 8 on Card, Facing Page 49, for more information



You can cut loading costs in half on packaged or bagged items. Let us show you how—fill in and mail the section below:

LEARN HOW TO SAVE MANPOWER IN LOADING BOX CARS AND TRUCKS

We pack _____ (material)

NAME.....

FIRM.....

ADDRESS.....

POWER-CURVE CONVEYOR CO.

2185 South Jason Street, Denver 23, Colorado

Washington . . .

(Continued from Page 19)

CURBS AGENCY POWERS—Recent U. S. Supreme Court decisions tend to limit the ICC powers in the intrastate field. An example is a Utah rail freight rate case. The ICC ordered a 15 per cent rise in intrastate charges, to bring them up to the interstate level. But the high court now rules against the order. In the court's judgment, the ICC failed to make a thorough study of intrastate traffic costs, which might justify lower rates.

FINDS RATE FLAWS—Steamship conferences' dual rate systems are ruled illegal if they are used to destroy competing carriers. This new U. S. Supreme Court decision affects lower contract rates for shippers dealing exclusively with conference members. In a related action, Sen. Butler, R., Md., sponsors S. 3857, to amend the Shipping Act, 1916. The new bill would make lawful a special rate granted in return for an exclusive contract with a shipper. Bills with a similar aim are offered in the House.

NEED GRAIN SHELTERS—Grain storage needs in some farm states will climb considerably this summer and fall. Requirements are to be greatest in Nebraska, Iowa, Illinois, Kansas, and Missouri, the U. S. Agriculture Dept. predicts. The carryover stocks of six major grains and soy-

beans may add up to a record 3.3 billion bu. When the small grain harvest starts in midsummer, present storage facilities will become overburdened.

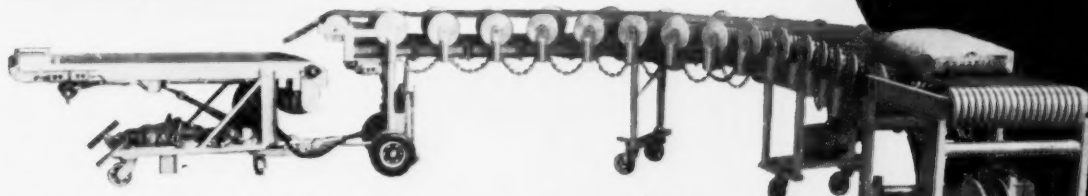
SHIPPING FAULTS LISTED—Shipping errors troubling the government and the carriers are identified in a new government handbook. One of the most common errors is the improper preparation of bills of lading, points out "Common Shipping Faults and Their Remedies." The handbook stresses the necessity for following sound traffic management principles. It is sold at 25c by the Superintendent of Documents, Government Printing Office, Washington 25, D. C.

EXPORT SALES GROW—The builders of electric overhead traveling cranes and pendant-type hoists are expanding foreign sales. Latin America, Canada, and India are heavy buyers of the U. S. products. Export sales of overhead cranes amounted to nearly \$4.5 million in 1957, the U. S. Commerce Dept. reveals.

PUTS LIMIT ON LEVY—Insurance allowances for shippers are not subject to the transportation excise tax. This government decision (Revenue Ruling 58-206) covers cases in which carriers provide cargo insurance and charge for it. For shippers who buy their own cargo insurance, carriers make a percentage deduction from the movement charge. The tax is on the amount the shipper pays after deducting for this insurance allowance.

(Resume Reading on Page 21)

NEW! PUSH-BUTTON BAG STACKER MAKES ONE-MAN JOB OF BOX-CAR AND TRUCK LOADING



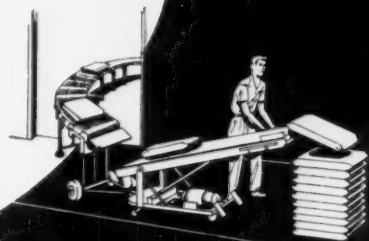
Only one operator simply guides the bags as the power conveyor stacks to full height anywhere in the box car or truck. All changes in position are electrically or hydraulically controlled so that the flow of bags need not be interrupted once car loading starts, up to 90 tons per hour in 100 lb. bags.

Power-Curve operator drives the conveyor across the loading dock and into the car end with push button power, around corners over any U or S path. Controls of flexible conveyor surface are independent, reversible for loading or unloading trucks and cars. Stacker hoist lifts belt from 18 in. to 72 in. above floor. Rough-top belt shoots bags or packages into place taking all the work and lifting out of loading operation. Stacker unit disconnects from flexible conveyor. Write for complete catalog, typical layouts in your industry, list of installations, etc.

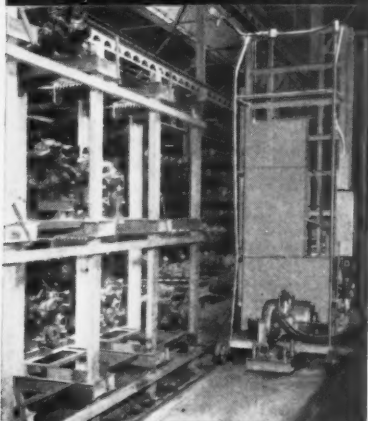
POWER-CURVE CONVEYOR CO.

2185 SOUTH JASON STREET, DENVER 23, COLORADO

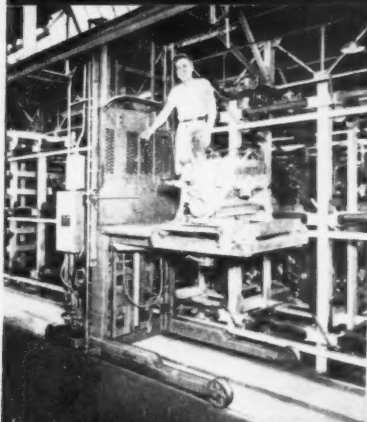
**POWER-CURVE LOADER
STACKS 30 BAGS A MINUTE
CONTINUOUSLY**



LIFTING DEVICES



CUSTOM DESIGNED



BUILT BY COLSON

Years of experience solving special material handling problems produced this revolutionary Colson Lifter. Used to move motors to storage, it re-places fork trucks at the General Motors South Gate plant. Load is raised or lowered at the same time the Colson Lifter travels to and from storage area on tracks. Operator always has full control with load in view and one hand free for extra tasks.

Powered by Colson exclusive Hydraulic drive, V-Grooved wheels carry the Colson Lifter on rails at 320 fpm... hoist speed is 30 fpm. Operator quickly and accurately reaches exact storage or removal area.

Custom-assembled from basic Colson engineered components, lifting devices of all designs can be made to meet individual needs at costs no higher than for conventional equipment.

Use Colson to speed up your material handling, cut your manhours, reduce your space requirements and meet today's need for automation. Your local Colson distributor can help you. Call him or write to:

COLSON CORPORATION
Special Products Div.
Somerville, Mass.



The Colson Corporation

A Subsidiary of Great American Industries, Inc., Elyria, O.
Plants in: Jonesboro, Ark., Elyria, Ohio,
Somerville, Mass., and Toronto, Canada

Circle No. 10 on Card Facing Page 49

... Without the Pallet

(Continued from Page 39)

average is between 60 and 80. Weight of loads ranges from 1,500 to 3,000 lb.

Clamp Design

When palletless handling was initiated, it was thought that there would be a slight loss of warehousing occupancy since space is allowed on each side of the stacks for removal and entry of the clamp. This proved untrue. A slight loss has been experienced in some warehouses. This, however, has been offset by slight gains in others.

It seems improbable that better cube utilization is possible when space is allowed on each side of the stacks. But, with palletless handling, additional stacking height often is gained. With a clamp, it often is possible to pick off a layer or two and tuck it under the overhead beams. With palletized cartons, the entire load

must fit or the entire space must be wasted.

Also, since the clamps will accommodate loads ranging from 20 to 70 in. wide, it is possible to adjust the width of the load for most efficient storage between columns. And the elimination of pallets also eliminates the problems of poor pallet utilization and warehousing of empty pallets.

Of course, efficient storage seldom occurs accidentally. It requires careful planning. And the fact that the arms of the clamps are no wider than 3 in.—permitting clamp entry in a 6-in. space—helps maintain high cube utilization.

Among other features of the clamps are rubber surfaced arms, an area of contact of over 2000 sq in., a flexible mounting that permits the arms to adjust to minor variations in load configuration, and a side-shifting arrangement that permits sheer stacking and close alignment of loads.

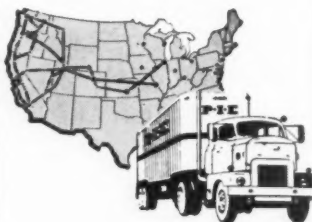
Although the clamps weigh up to 1500 lb they have not greatly reduced truck capacity in warehouses with lightly constructed floors. Neither have they reduced truck maneuverability significantly. For safety and speed of operation, the aisles in P & G warehouses generally are 12.5 ft wide. Therefore, aisle width presents no obstacle to transporting or stacking of loads with the clamp trucks.

Manipulating the truck when picking up a load takes slightly longer, but this is offset by a slight gain in travel time. The rougher the floors and more irregular the travel path, the greater the gain since a clamp will control the load better than a pallet. Studies of actual operations indicate that there is about a one per cent gain in time.

Because of better load control and ease of stacking, employee reaction to the new clamps has been excellent.

Biggest single advantage of the new system is a sizable reduction in capital investment. Despite the fact that a clamp costs about \$2,-

Shippers Agree... It's P-I-E!



P-I-E

PACIFIC INTERMOUNTAIN EXPRESS

TERMINALS AND OFFICES
IN PRINCIPAL CITIES

GENERAL OFFICES: P-I-E BUILDING
14th AND CLAY STREETS

P. O. BOX 958 OAKLAND 4, CALIF.

000, the equipment pays for itself within a year in our operations. In companies where fewer pallets are used, the payoff period might be longer.

When palletless shipping becomes practical, there will be even greater savings. At present there is a lack of efficient but inexpensive dunnage that can be inserted between loads. Trucks in only company service can be equipped with special devices, but a different dunnage is needed for commercial carriers and railroad cars. Several methods are under study.

There are other advantages to palletless handling. For example, damage, if it occurs, is on the outside of the stack where it can be seen instead of, as with wood pallets, on the bottom where it is invisible. Thus damaged goods are not shipped to branch warehouses and distributors.

In addition, the adaptability of clamps to loads of various weights, sizes, and dimensions makes them practical for plant maintenance and construction.

If other companies adopt the palletless method, the results should be improved industrial efficiency and reduced handling costs. All industry is trying to minimize handling. Palletless handling is an improvement.

Since P & G converted from manual to mechanized operations, it has lowered its warehousing costs and saved several million dollars per year in the process. We believe that comparable results are within the reach of others. •

(Resume Reading on Page 40)

Medium-Range Jets Ordered



Eleven medium-range Boeing 720 jets were ordered recently by United Air Lines for 1960 delivery. They will carry 100-125 passengers at speeds over 600 mph

THE FOUR-WAY RIVER

The Mississippi River moves east and west. It always has.

Of course, it does *flow* north and south. So much so, in fact, that it has poured water into the Gulf of Mexico at a rate of 1,557,000 cubic feet a second, and annually—through its mud-bearing waters—adds a square mile of land to the state of Louisiana.

But The River is also constantly shifting its bed, sometimes eastward, sometimes westward. It is moving sideways! Today, for example, nearly all the river explored by LaSalle, 276 years ago, is dry land.

In addition, the River's habit of cutting through narrow necks of land causes it to change local direction, as well as to shorten and lengthen itself. Just recently it shortened itself some 120 miles this way. This is one reason for the argument about whether the Mississippi or the Nile is the world's

longest river. Few people know exactly how long the Mississippi is today, and nobody knows how long it will be tomorrow.

With The River moving east and west, *flowing* north and south and *jumping* all over the Great Plains, it shouldn't come as any surprise that traffic on the huge Inland Waterways System also goes in all directions. It is possible, for example, to move a cargo from New York City to Great Falls, Montana, via river barges.

Other, much more normal, East-West shipments are: Pittsburgh to Davenport, Chicago to Omaha, Nashville to Kansas City and Cincinnati to St. Louis.

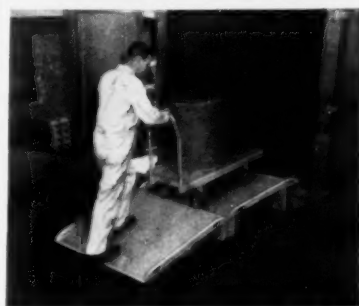
And the Union Barge Line is going that way too—able to deliver your cargos throughout this vast American marketplace, promptly, safely, inexpensively.

Find out more. Write for UBL Bulletin 1801, or contact:

UBL

UNION BARGE LINE • PITTSBURGH 22, PA.

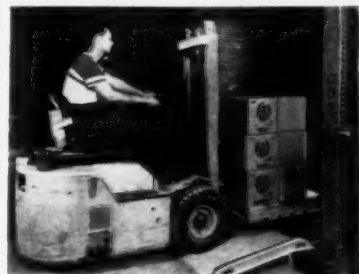
Magcoa Life-Weight Dockboards



The perfect solution when trucks are much higher than your dock is a Ramp-Dockboard combination. For full flexibility, the Dockboard section can be used separately on lower trucks. One combination solves several dock problems.



To solve the problem of varying widths and heights of railcars, Magcoa Rail Dockboards are individually fabricated for your specific dock conditions . . . are guaranteed to fit your needs exactly! Truck loading or rail . . . there's a Magcoa method to cut your costs.



speed dock work!

FOR DETAILS merely clip this coupon to your letterhead. (Please include your name and title.)

**MAGNESIUM COMPANY
OF AMERICA** Materials Handling Div.
magcoa East Chicago 3, Indiana

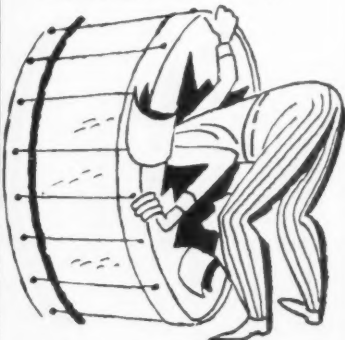
In Canada: Magcoa Limited, Toronto, Ontario.

Circle No. 11 on Card Facing Page 49

HOW

DAYSAVER

*saved the day
for a Seattle
drummer...*



The big Jazz Concert was only days away. Over in the corner the Drummer was drumming so hot he drummed a hole in his big bass drum. "Man", he said, "I need some new skins quick-like so the Cats will have a beat to stomp to." He phoned the Drum Makers in Chicago and sang the blues but good. "Don't worry 'bout that jazz," they said. "We'll send your new drum by Consolidated's non-stop DAYSAVER service." And the drum was there with time to spare. And the Drummer was real cool at the concert. And the Cats stomped all night long. What's more, *every-one* was hip: the Drum Maker, the Drummer, and the Cats... thanks to CF's DAYSAVER!

Moral: Whenever you ship to the West, ship...



Chuting the News...

(Continued from Page 12)

News Briefs

The Motor Truck Division of International Harvester Co. is opening another Motor Truck Technical Training Center in the South, to be located at Dallas, Texas.

Sea-Van Express, Ltd., of Vancouver, B. C., has become part of Canadian Freightways, Ltd., subsidiary of Consolidated Freightways.

United Air Lines has signed interline traffic agreements with four air carriers operating in Mexico, South America and Europe to bring the total of such agreements to 158.

The British Overseas Airways Corp. reported cargo traffic on its routes between the U.S.A. and Great Britain increased by 28.4 per cent in the fiscal year ending March 31.

The CAA will celebrate its 20th Anniversary on June 23, 1958. On this date in 1938 Congress passed the Civil Aeronautics Act which injected new life into civil aviation.

American Airlines introduced a new radio-controlled pick-up and delivery trucking service for airfreight shippers which cuts hours from present ground transportation times.

Club Briefs

The Traffic Club of Chicago will hold its Educational Committee's Mid-Year Function on July 30 at the Palmer House.

The Traffic Club of Houston installed officers recently. Serving for the coming year are Maurice Matthews, Continental Oil Co., president; Paul Lawrence, Louisville & Nashville RR, first vice-president; Frank Redfield, Gulf Refining Co., second vice-president; Jack Bradshaw, New York Central RR, treasurer, and Larry Futrell, Kansas City Southern RR, secretary.

The Central Valley Transportation Club on July 10 will join with Oakland, Sacramento, Stockton, Santa Clara, Fresno, Kern County and San Francisco Traffic Clubs for the 2nd Annual Northern & Central California Traffic Club's Inter-Club Night.

The Woman's Calumet Traffic Association recently held their annual Boss' Night meeting. Mrs. Marybelle Littiken, president, was the toast-mistress.

The annual dinner meeting of the New York Chapter of Delta Nu Alpha Transportation Fraternity was June 4 in the Hotel Delmonico.

The Industrial Traffic Managers Assn. of Baltimore held its recent meeting at the new offices of the Western Maryland Railway, Baltimore.

Sidney Cholmer, Package Research Engineer, U.S. Naval Supply Research and Development Facility, Bayonne, N. J., spoke at the June dinner meeting of the Eastern Div., SIPMHE.

Ed Jones is new president and National Director of the New Jersey Chapter, American Material Handling Society Inc. Other officers are Dick Hopkins, vice president, and Herb Lemmerman, secretary-treasurer.

New officers of The New York Chapter of the National Defense Transportation Assn. are: John C. Hilly, Bush Terminal Co., president; Clifford B. O'Hara, The Port of New York Authority, and Wallace P. Neth, Seaboard & Western Airlines, vice presidents.

The Pressure Sensitive Tape Council met recently in New York. Among the projects discussed was a study of the use of pressure sensitive tapes for sealing and strapping in household goods movements.

(Resume Reading on Page 16)

Writes for miles
ON ANY SURFACE

**GIANT
LIQUID INK
RESERVOIR**



149
LIST

- Mark crates, label parts, code racks and pallets, address packages, make signs and placards.
- Patented device prevents ink evaporation.
- Clear, legible marks without stencils or mess.
- Dries instantly; rainproof.
- No messy refills, nothing else to buy.
- Red, green, blue and black.

**WRITE FOR SPECIAL
WAREHOUSE DISCOUNT!**

W. J. RUSCOE COMPANY
481 KENMORE BLVD., AKRON 1, OHIO

Circle No. 12 on Card Facing Page 49

Vancouver . . .

(Continued from Page 43)

the Board, wherever possible uses the waterways for the shipment of grain.

They are using the Great Lakes for shipments from Fort William, Port Arthur, Sault St. Marie, Welland Canal, Lachine Canal, and the Montreal Harbor. An efficient elevator is located up the Fraser River at New Westminster where grain may be loaded for direct shipment to any port in the world.

Merchants Exchange

One of the reasons why many grain shippers favor Vancouver is the cooperation carried on by members of the Vancouver Merchants Exchange. This body is comprised of the Vancouver Grain Exchange, Chamber of Shipping, Tow Boat Association, Coastwise Vessel Operators, Wharf Operators Exporters Association, banks, ship chandlers, oil companies, and dry docks.

They work together for the welfare of the city with the idea of making its shipping business efficient. This organization was instrumental in getting the Government to dredge the First Narrows and carry out many improvements that have helped the port to greater progress. •

(Resume Reading on Page 43)

ATA Foundation Award



At the recent National Tank Truck Carriers Convention held in Boca Raton, Fla., Dan Dugan, Dan Dugan Oil Transport Co. was presented a Great Dane-ATA Foundation Public Relations certificate and a check for \$500 by Sam J. Kennard, vice president of Great Dane Trailers, Inc.

. . . Packaging

(Continued from Page 50)

applied in the manufacture of Tums as "the integration of machines into a self-regulating system by fashioning many electrical mechanical devices to permit the product to perform the duties of control."

Telling of the replacement of a straightline system with systemation, Etter said, "we are now operating on a relatively low fin-

SIPMHE Exposition

The next packaging show scheduled will be sponsored by the Society of Industrial Packaging and Materials Handling Engineers, in Chicago, Oct. 14-16.

ished goods inventory and our policy is, an order received one day is shipped the next day."

Lanham said that systemation, at present, does not cover the whole Lewis-Howe handling system. "We have not undertaken to completely automate packaging lines . . . because of the mechanical complexity of these units." •

(Resume Reading on Page 51)

100 WAYS TO CUT MATERIAL HANDLING COSTS!

A NEW FREE BROCHURE



YOURS FOR THE ASKING!

This new booklet gives you 100 fresh ideas on effecting economies in Lumberyards, Warehouses, Factories, and Shipping Departments.

In addition, you'll find out how Manpower, Inc. employees can be used temporarily to effect further savings. Manpower, Inc. Car Unloaders, Warehousemen, and General Laborers will do your work as long as you need them at low hourly rates.

Attach this ad to your letterhead and mail today to:

A decade of Business Service

manpower, inc.

over 140 offices in U.S., Canada, & Abroad
World Headquarters
817 N. Plankinton Ave., Milwaukee, Wis.

Circle No. 13 on Card Facing Page 49



For shipping cars



or jars



or toy guitars

The better way is Santa Fe

ONE railroad all the way between Chicago, California and Texas! Call the nearest Santa Fe Traffic Office and have the longest railroad in the United States go to work for you.



... Men

(Continued from Page 16)

John W. Vance—appointed director of public relations, International Harvester Co., Chicago.

Tom J. Norman—named manager of national accounts and government sales, The Firestone Tire & Rubber Co., Akron.

Carl A. Venske—elected vice president - sales, Highway Trailer Co., Edgerton, Wis.



A. Ewing Greene, Jr.—owner of the newly formed Johnson Freight Lines, Nashville, Tenn.

Ernest W. Wright—promoted to general manager, Great Southern Trucking Co., Jacksonville, Fla.



Harry D. Well-er, Jr.—named vice president, Eastern Region, The White Truck Div., The White Motor Co.

Howard Teat—joined the Ryder Tank Line, Greensboro, N. C., as director of safety and insurance.



P. O. Peterson—elected chairman of the Board of Directors, Mack Trucks, Inc., Plainfield, N. J. He replaces E. D. Bransome, retired.

Richard C. Allais—named managing head of the Ryder Systems, Inc., Jacksonville, Fla.

—Rail

P. J. Weiland—new general manager and **W. E. Swingle**—new assistant general manager, Lines East, for Milwaukee Road. Both of these men will have headquarters in Chicago.

Lester L. Knight—elected director, Railway Express Agency, Inc., New York. **Carl A. Brannan**—appointed secretary. **C. H. Campbell**—new assistant to the president and assistant secretary of the company.

—Water

Robert Dick III—elected vice president-sales, Union Barge Line Corp., Pittsburgh.

Materials Handling

K. A. Vaughan—named manager of Product Applications for the In-

dustrial Div., Gold-National Batteries, Trenton, N. J.

Robert A. Jentsch—promoted to general plant superintendent, Automatic Transportation Co., Chicago.

A. James Crookes—appointed plant manager, Colson Corp., Jonesboro, Ark., plant.

B. E. Phillips—appointed general sales manager, Industrial Truck Div., Clark Equipment Co., Battle Creek, Mich.



Robert C. Baumgartner—appointed vice president, The Oster Mfg. Co., Wickliffe, Ohio.

Leonard J. Edel—appointed manager of the new Materials-Handling Section, Anderson-Nichols & Co., Boston.

Packing and Packaging

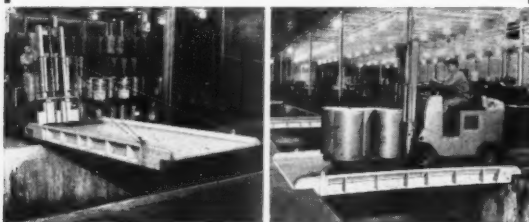
Harold F. Cook—new general service manager, Addressograph Multigraph Corp., Cleveland.

Robert W. Mueller—elected vice president, Minnesota Mining & Mfg. Co.

John C. Brill—named president Rathbone, Hair and Ridgway Box Co., succeeding **Robert F. Miles**, now chairman of the Board.

(Resume Reading on Page 19)

BRIDGING PROBLEM SOLVED!



by Magliner Movable Magnesium Bridges

A sunken, in-plant railroad spur divided the warehouse of the Dearborn Chemical Company, preventing efficient power trucking of materials between the storage areas. Needed: a movable, low-cost, bridging system that would not interfere with railcar spotting, loading and unloading.

After considering many types of spanning equipment, the company selected Magliner Magnesium Bridges as the practical solution to their problem. Today, these rugged Magliners provide bridge-aisleways for power truck traffic moving materials from one end of the warehouse to the other. *No detours, no delays!* Heavy loads (up to 10,000 lbs.) move continuously over the bridges . . . smoothly and easily. *Magnesium-light*, the bridges are easily moved to allow ample dock and rail space for car spotting, loading and unloading.

Magliner Magnesium Bridges are available in many lengths, capacities and models—movable, draw-bridge, rail-based, etc. *Tell us your bridging problem . . . we'll be glad to help you solve it.*

WRITE FOR JOB REPORT MB-401

MAGLINE INC.

P.O. Box 197, Pinconning, Michigan

Canadian Factory: Magline of Canada, Ltd., Renfrew, Ont.



Now... MUCH MORE

Quality engineered features include:

- Patented leak-proof hydraulics
- 4-1/3" lift in three strokes
- Side thrust free ram
- No-drop handle
- Self-leveling steering wheels
- Pallet entry rollers
- Sectional steel forks
- Taper roller bearings

for only \$358

Capacities: 2200, 3500, and 4400 lbs.

Choice of steel, aluminum, rubber, nylon, or plastic wheels.



Write for complete information

STOKVIS • EDERA & CO., inc.

Dept. No. P7DA 18 Secatoag Ave., Port Washington, N. Y.

Circle No. 15 on Card. Facing Page 49, for more information

Circle No. 14 on Card, Facing Page 49, for more information

Within the



LAW

By Leo T. Parker Legal Consultant, Distribution Age

TRANSPORTATION

What is a correct definition for a bill of lading?

I received an interesting letter from a common carrier which read, in part, as follows: "What is a correct definition for a bill of lading? Is it construed by the courts as a contract and do the courts hold that a carrier is responsible for correctness of the description and value of merchandise described in a bill of lading?"

In a previous article I explained how a banking corporation advanced \$152,399.50 on certain bills of lading supposed to represent car loads of pure nickel cathodes. When the cars arrived they contained only scrap iron. See B—, 41 N. E. (2d) 466. This court refused to hold the carrier liable or responsible.

Thus, it is quite apparent that under no circumstances should any person or corporation loan or advance money on bills of lading, unless the honesty and reliability of the person or firm presenting the bills of lading is assured.

The higher courts have established the law that a bill of lading is both a contract between the consignor and the carrier, and a receipt issued by the carrier to the consignor. Therefore, either party may introduce testimony to show that there is a mutual mistake in the receipt portion of the bill, but both parties are bound positively by all reasonable legal clauses in the contract portion.

In a leading case, G— v. N—, 10 Fed. case No. 5,545, the higher court explained that a bill of lading has a double aspect. It is a contract for the transportation and safe delivery of the merchandise shipped, and it also embodies a receipt for the goods so shipped. This court said:

"... The clauses in the bill of lading which relate to this quantity and condition of the goods received do not enter into the contract between the parties; they are part of the receipt. The contract is for the transportation of the goods, for their delivery, for the stipulated freight, etc.

Must known claims of damage be filed in writing with the carrier within nine months?

"If a carrier has knowledge that a shipment was damaged in transit, is a clause in the bill-of-lading rendered void which states that claims for damages must be filed in writing with the carrier within nine months?"

According to a late higher court decision, the answer is no.

In E— T— Motor Freight Lines v. United States, 239 Fed. Rep. (2d) 417, the testimony showed facts, as follows:

A clause in an interstate bill-of-lading states that claims of damage must be filed in writing with the carrier within nine months. The shipment was damaged but the shipper failed to notify the carrier, as required by this clause.

In subsequent litigation, the shipper argued that the bill-of-lading notice in writing was unnecessary if and when the carrier knew that the damage had actually occurred to the shipment which it had carried.

The higher court held that notwithstanding the fact that the carrier had knowledge that the shipment was damaged while in transit, the carrier still was liable, although the shipper failed to notify the carrier within

nine months from the date the damage occurred. The court said:

"This knowledge acquired by the carrier does not, in our opinion, have the effect of releasing appellee (shipper) from the obligation of complying with the provisions as to notice set forth in the contract of carriage."

This court also explained that all valid laws in force at the time and place of making of a contract enter into and form a part of it as if they were expressly incorporated in its terms, and a bill-of-lading is a contract. Also, the purpose of the clause or stipulation is not to escape liability, but to facilitate prompt investigation. And, to this end, it is a precaution of obvious wisdom, and in no respect repugnant to public policy, that the carrier by its contract should require reasonable notice of all claims.

For comparison, see N— v. W—, 241 U. S. 87, and G— v. O—, 258 U. S. 22.

The Supreme Court of the United States held categorically that actual knowledge on the part of the carrier's employees would not dispense with the requirement of notice of claim.

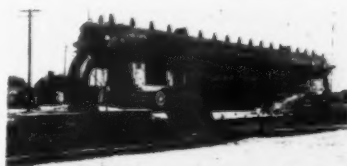
For further comparison, see H— Paper Co. v. Baltimore & Ohio R. F. Co. 178 F. (2d) 179. In this case the testimony showed that there was involved the complete loss in a train wreck of a carload of paper. The salvage was disposed of by the railroad for a nominal amount without consultation with or accounting to the owner or shipper. The carrier promptly advised the consignor and consignee in writing of the destruction of the shipment.

In subsequent litigation, the Court felt that these facts charged the carrier "with actual knowledge" of all the conditions as to the damages that a written notice could give.

In other words, failure of the shipper or consignee to give the carrier notice of the damage did not relieve the carrier from paying for the loss. Of course, in this case the carrier sold the salvaged and damaged shipment of merchandise.

(Please Turn Page)

Largest U. S. Freight Car



The nation's largest freight car recently carried a 403,500-lb boiler drum from The Babcock & Wilcox Co. works at Barberton, Ohio, to the Thomas H. Allen Electric Generating Station, Memphis, Tenn. The Pennsylvania Railroad car, a depressed flatcar, is 121 ft, 9 in. long, weighs 500,400 lb and has a load limit of 503,600 lb.

... Within the Law

(Continued from Preceding Page)

If shipper pays "over tariff" rate, is limitation clause in bill of lading valid?

According to a leading higher court decision if a shipper pays more freight charges than required by the filed tariffs, a limitation clause in the bill of lading is invalidated.

For illustration, in *E— Shops v. I—S— Truck Line*, 141 N.E. (2d) 560, the testimony showed these facts: A bill of lading, issued by the I—S— Truck Line read: "When value is not declared, carrier will not assume any liability in excess of 50 cents per pound, or 50 dollars minimum."

A shipper paid more than the freight charges corresponding in the filed tariffs to the full value of the goods. However, the shipper made no declaration of the value of the shipped goods.

The shipment was lost in transit and the higher court held that although the bill of lading provided that when the value is not declared the carrier would not assume any liability in excess of 50 cents per pound or 50 dollars minimum, yet the carrier must pay to the consignor the full value of the lost merchandise. This was so because the shipper overpaid the transportation charges.

WAREHOUSING

If stored goods are destroyed because of defective equipment, is warehouseman liable?

A warehouseman asks, "If stored goods are destroyed because of defective warehouse equipment or appliances, is the warehouseman liable for the loss?"

According to a leading higher court decision the warehouseman is liable only when the evidence proves that his negligence resulted in the loss.

For example, in *S— v. M— N— B— Storage Co.*, 45 Atl. (2d) 53, it was shown that at each floor on the elevator shaft of a warehouse there was installed an automatic fire door equipped with a fusible link designed to melt at 165 deg which would permit the fire door to close. A fire of unknown origin started on the third floor of the warehouse building, passed through an archway and into the elevator. The fire doors of the elevator shaft were open and the flames reached and melted the fusible links of the doors. But the doors did not close. The fire spread into various floors and de-

stroyed stored goods whose owners sued the warehouse company.

During the trial the warehouse company produced contracts made with the owners of the destroyed goods and which contained this clause: "The bailee (warehouse company) shall be responsible for exercise of ordinary diligence and care in . . . storage . . . but not liable for loss or damage occasioned by fire."

First, notwithstanding this clause, the higher court held that the owners of the destroyed goods can recover the value of the destroyed goods, if they proved that the fire was due to negligence of the officials or employees of the warehouse company.

Second, the higher court held that an inference of negligence of the warehouse company could not arise out of the mere fact that the fire doors did not close. The court also held:

"The fire doors were an instrumentality within appellee's (warehouse company's) exclusive management; their failure to work was an occurrence which a jury under all the evidence could find was one which in the ordinary course of events would not have happened if appellee (warehouseman) had used ordinary care in maintaining them . . . No inference of negligence can arise out of the mere fact that the doors did not close . . ."

In other words, the warehouseman is not liable for loss by fire of the destroyed stored goods, unless the testimony shows that the fire doors failed to close due to negligence of the warehouseman in keeping them and the closing mechanism in good workable condition.

For comparison, see *D— v. G— Warehouse Corp.* 165 Atl. 82. Here it was disclosed that a fire started in a warehouse because a customer had stored certain inflammable motion picture films, without the warehouseman's knowledge, among his merchandise. The fire became uncontrollable and destroyed the warehouse and its contents.

The owner of the stored equipment filed suit against the warehouseman to recover damages. The higher court held the warehouseman not liable, and said:

"The proofs in this case indicate that the warehouse was modern and well constructed . . . A fire of incendiary origin occasioned plaintiff's loss."

For further comparison, see *W—*, 29 Wis. 482. This higher court held that warehousemen are not expected by law to open or examine containers of merchandise to determine whether

dangerous or inflammable goods are contained therein.

Should warehouse receipt contain a clause requiring the owner to list valuable merchandise?

Another warehouseman asks: "Is it good policy for warehousemen to include in a warehouse receipt and storage contract a clause requiring the owner of goods placed in storage to make a separate list of unusually valuable merchandise, and limiting the warehouseman's liability?"

This is good policy and a safeguard against liability, provided the owner of the goods signs the contract and accepts the warehouse receipt before or at the time the goods are accepted for storage.

In *C— v. McC—*, 16 S. E. (2d) 167, the testimony showed that a warehouseman issued a warehouse receipt and storage contract which contained a clause to the effect that the owner of the goods agreed that if any trunk, box, bundle, or crate of goods contains any valuable jewelry, hand work, or other articles of high value, such articles shall be referred to and described in the list of goods and the value stated.

The receipt further provided that if such notice is not given to the warehouseman no claims shall afterwards be made by the owner of the stored goods for more than \$20 for any one such trunk, box or crate, together with the contents of the same. The clause also stated that for each \$20 thereof in excess of the \$20 declared value the owner will pay an additional fifty cents per month.

The owner of the goods failed to list a valuable picture and it was lost. He sued the warehouseman to recover \$2,500, the alleged value of the picture.

The warehouseman contended that because of the fact that there was no value in excess of \$20 declared on the picture in question, and more especially no value approximating the value, the recovery of the owner should be limited by the receipt provision to \$20.

The lower court considered all testimony and held the warehouseman liable to the owner for the full value of the picture. The warehouseman appealed to the higher court which reversed the lower court's decision to the effect that the owner could recover \$2,500 for the picture, and said:

"This was no evidence of the value of the picture to the owner . . . Under the evidence and the law applicable thereto, the judgment was not authorized, and consequently the judgment is reversed . . . While the rule is that the actual value to the owner can be recovered, it is also true that there can be no recovery for the sentimental value of the lost article . . ."

Minnesota Warehousemen Meet

George D. Anderson, Colonial Warehouse, was elected president of the Minnesota-Northwest Warehousemen's Association at the 48th Annual Meeting in St. Paul last month. Loy G. Schaal, Minneapolis Van & Warehouse Co., was named vice president. W. B. Carlson, Central Warehouse Co., was elected secretary, and Lou H. Lackore, Terminal Warehouse Co., treasurer.

Directors elected were: F. A. Bloms, United Warehouses; Carlson; Willard A. Morse, Security Warehouse, and C. D. Pyle, Great Western Warehouse. The meeting also featured a management seminar conducted by Donald A. Horton, executive vice president of the AWA, and C. B. Taylor, of C. B. Taylor & Associates.

—DA—

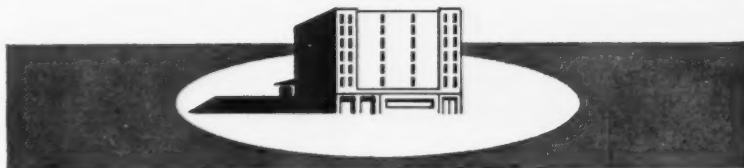
Associated Warehouses, Inc., has accepted the membership of Tatco Warehouse & Storage Co., Anchorage, Alaska. Tatco operates a sprinklered building served by a private siding on the Alaskan Railroad. With 38,000 sq ft, the building features mechanized handling and palletized storage. Associated also has added Finch Warehousing & Transfer Co., Mobile, Ala., to its membership. Finch operates a one-story concrete and steel building of 60,000 sq ft, fully sprinklered, and with mechanized handling and palletized storage.

—DA—

NARW Committee Programs Set

The National Association of Refrigerated Warehouses has announced committee programs for the 1958-59 year. Chairmen who will guide the programs include: Cost, F. D. Newell, Jr., Minneapolis; Safety, A. R. Carstensen, Sacramento; Insurance, E. E. Hesse, Chicago; Warehouse Operations (Handling and Storage), C. A. Bowen, Jr., Nashville; Warehouse Operations (Construction, Maintenance and Repair), P. B. Christensen, Portland, Me.; Government Affairs, G. J. Stecker, Louisville; Industrial Relations, P. V. Henningsen, Portland, Ore.

Warehouse SPOTLIGHT



William C. Warren, III, is new president of the Truckmen's and Warehousemen's Association of Rochester. He is president of Rochester Carting Co. R. J. Straub, George M. Clancy Carting Co., was elected vice president.

Burnham and Ford Affiliate



L. R. Burnham (left) executive director of Burnham's Van Service and George Weiderspan, president, of Ford Van Lines, have announced the affiliation of the two companies. Burnham's home office is located in Columbus, Ga.; Ford's in Lincoln, Neb. This affiliation will enable both companies to offer a complete moving service to all 48 states. Expansion plans of Burnham's and Ford include working toward the location of an agent in every principal city. Facilities at Ford's dispatch offices in Lincoln, Neb. and Burnham's dispatch center in Columbus, Ga., will be increased somewhat and both will act as coordinators of agent network activities. Ford Van Lines has filed concurrence in Burnham's existing tariff for joint line traffic, making Burnham's Van Service tariff applicable to the 48 states

AWC Forms Cold Storage Unit

Affiliated Warehouse Companies has announced incorporation of Affiliated Cold Storage Companies, a cooperative sales service organization for public refrigerated warehouses. Morris Janovitz has been named general manager. Walter P. Taylor (pictured) is president, and Mrs. E. Boyd Watkins is secretary. Offices will be at 105 W. Madison St., Chicago.



Member houses include: Birmingham Terminal Cold Storage Co., Birmingham; Cincinnati Terminal Warehouses, Cincinnati; The Sheriff Cold Storage Co., Cleveland; Alford Refrigerated Warehouses, Dallas; Central Service Co., Des Moines; Hartford Freezer Corp., East Hartford; Tennessee Quick Freeze & Storage Corp., Memphis; Milwaukee Cold Storage Co., Milwaukee; North Pole, Inc., Pittsburgh, and Gulf Florida Terminal Co., Tampa.

—DA—

C. B. McDaniel, of Hilldrup Transfer, has been named president of the Virginia Movers & Warehousemen's Association. Other officers are: J. P. New, New-Bell Storage, vice president; Earl Newlon, Newlon Transfer, secretary, and A. E. Crowe, Vet Vans of Virginia, treasurer.

(Please Turn to Page 79)

Warehouse Directory

Listed below are the more than 300 public warehouses whose services are advertised in this issue of DISTRIBUTION AGE. The listing is alphabetical by city and state. Included are general merchandise warehouses, refrigerated warehouses, and household goods warehouses. Also listed are certain warehouse sales organizations.

Additional information on the services and facilities of particular warehouses shown in the listing can be obtained by turning to the advertisements on the following pages. The advertisements appear in the same geographical, alphabetical sequence as the listings below. Still more information can be had by writing directly to the warehouse.

ALABAMA

Birmingham
Harris Warehouse Co.
Strickland Tfr. & Whse. Co.
Dothan
Security Bonded Whse.

ARIZONA

Phoenix
Lightning Mvg. & Whse.
Thunderbird Tfr. & Stge. Co.
Triple X Transfer, Inc.

ARKANSAS

Little Rock
Commercial Warehouse Co.

CALIFORNIA

Long Beach
Signal Trucking Service Ltd.
Los Angeles
Bekins Warehousing Corp.
Overmyer Whse. Sales Co.
Pacific Coast Terminal Whse. Co.
Pacific Commercial Whse., Inc.
Signal Trucking Service Ltd.
Star Truck & Whse. Co.
Oakland
Howard Terminal
San Francisco
San Francisco Whse. Co.
Santa Barbara
Fields Freight, Inc.

COLORADO

Colorado Springs
Weicker Tfr. & Stge. Co.
Denver
Larsen Tfr. & Stge. Co.
North Denver Tfr. & Stge.
Weicker Tfr. & Stge. Co.
Pueblo
Burch Whse. & Tfr. Co., Inc.
Weicker Tfr. & Stge. Co.

CONNECTICUT

Danbury
Shepard's Warehouse
Hartford
George E. Dewey & Co.
Hartford Despatch & Whse. Co., Inc.
New Haven
Atlantic Bonded Whse. Corp.
Davis Storage Co.
Smedley Company
Stamford
Schaefer, Inc.

DELAWARE

Dover
Delmarva Whses., Inc.

DISTRICT OF COLUMBIA

Washington
Kane Warehouse Company
Terminal Stge. Co. of Wash.

FLORIDA

Jacksonville
Laney & Duke Stge. Whse. Co., Inc.
M & M Term'l. Whse. Company
Peninsular Whse. Company
Union Terminal Whse. Co.
Miami
Colonial Warehouse, Inc.
International Bonded Whse. Corp.
Ryder Bonded Whse.
Santini Bros., Inc.

GEORGIA

Atlanta
American Bonded Whse.
Coweta Bonded Warehouse
Savannah
Savannah Bonded Whse. & Tfr. Co.

HAWAII

Honolulu
City Transfer Co., Ltd.
H C & D Mvg. & Stge.

ILLINOIS

Cairo
Cairo River & Rail Whses.
Hudson Warehouses
Chicago
Affiliated Whse. Companies
Allied Distribution, Inc.
American Chain of Whses., Inc.
Anchor Storage Co.
Associated Warehouses, Inc.
Crooks Terminal Whses., Inc.
Currier-Lee Whses., Inc.
Equipment Storage Corp.
Excel Bonded Warehouse
Griswold & Bateman Whse. Co.
Grove Storage Co., Inc.
Joyce Bros. Stge. & Van Co.
Lincoln Mayflower Whses.
Majestic Whses., Inc.
Midland Warehouses, Inc.
North Pier Terminal
Overmyer Whse. Sales Co.
Packers Term'l. & Whse. Corp.
Producers Warehouse Co.
Riverside Warehouse
Soo Terminal Whse.
Sykes Terminal Whse. Co.
Thomson Terminals, Inc.
Victor Stge. & Mvg.
Wakem & McLaughlin, Inc.
Western Warehousing Co.
East St. Louis
Columbia Terminals Co.
Mississippi Avenue Whse.
National City Public Whse.

Joliet

Joliet Whse. & Tfr. Co.
Transit Whse. & Dist. Co.

Kankakee

Belt Route Whse. & Stge. Co.

Pekin

Kriegsman Transfer Co.

Peoria

United Facilities, Inc.

Vandalia

Vandalia Whse. Corp.

Waukegan

Victor Storage & Mov.

INDIANA

Elkhart
Schult General Warehouse
Evansville
Beeler Warehouse Corp.
Ingle Street Whse. Co.
Mead Johnson Terminal Corp.
Terminal Whse., Inc.
Fort Wayne
Fort Wayne Storage Co., Inc.
Mitchell Sales & Stge., Inc.
Pettit Whses., Inc.

Hammond

Illiana Storage Co., Inc.
Nowak Warehouses, Inc.

Indianapolis

Indiana Term'l & Refrig. Co.
Indianapolis Whse. & Stge. Co., Inc.
Merchandise Whse. Co., Inc.
Strohm Whse. & Cartage Co.
Tripp Warehouse Company

Muncie

Oren-Shirley Whses.

IOWA

Cedar Rapids
American Tfr. & Stge. Co.
Cedar Rapids Tfr. & Stge. Co.
Dubuque Stge. & Tfr. Co.

KANSAS

Kansas City
G-K Warehouses, Inc.
Wichita
Brokers Office & Whse. Co.
Merchants Van & Stge. Co.
Service Transfer, Inc.
United Warehouse Company
Yellow Van Moving & Stge. Co.

KENTUCKY

Louisville
Louisville Public Whse. Co.
Mid-Land Warehouse Co., Inc.

LOUISIANA

New Orleans
H. G. Eater Mvg. & Stge.
Commercial Term'l Whse., Inc.
Gulf Shipside Storage Corp.
Hayes Drayage & Storage, Inc.
Maloney Tlkg. & Storage, Inc.
Standard Warehouse Co., Inc.
Shreveport
Herrin Tfr. & Whse. Co., Inc.

MAINE

Bangor
Galt Block Warehouse Co.
McLaughlin Warehouse Co.

MARYLAND

Baltimore
Camden Warehouses
Davidson Transfer & Stge. Co.
Rowley Transportation

MASSACHUSETTS

Boston
Charles River Stores operated by Merchants Whse. Co.
Hoosac Storage & Whse. Co.
Kelso Warehouses, Inc.
National Dock & Stge. Whse. Co.
Wiggin Terminals, Inc.
Springfield
Pioneer Valley Refrig. Whse., Inc.
J. J. Sullivan the Mover, Inc.

MICHIGAN

Detroit
Central Detroit Whse. Co.
Detroit Harbor Term'l, Inc.
Grand Trunk Whse. & C. S. Co.
Jefferson Terminal Whse.
Lake Shore Warehouse Inc.
United States Cold Stge. Corp.
Saginaw
Central Warehouse Co.

MINNESOTA

Minneapolis
Minneapolis Terminal Whse. Co.
Security Warehouse Co.
St. Paul
Central Warehouse Co.
St. Paul Term'l Whse. Co.

MISSOURI

Joplin
Sunflower Tfr. & Stge. Co.
Kansas City
Central Storage Co.
Crooks Terminal Whses., Inc.
Evans Whse. Service
G-K Whses., Inc.
Jacobs Warehouse Co., Inc.
Kansas City Term'l Whse. Co.
Midwest Terminal Whse. Co.
St. Louis
Distributors Whse.
Keystone Warehousing Co.
S. N. Long Warehouse
Madison St. Term'l Whse. Corp.
Rutger St. Whse., Inc.
St. Louis Terminal Whse. Co.
Tyler Whse. & Cold Stge. Co.
Warehousing Corp. of Mo., Inc.

Springfield

General Warehouse Corp.

NEBRASKA

Lincoln
Sullivan Tfr. & Stge. Co.
Omaha
Ford Stge. & Mvg. Co.
Gordon Stge. Whse., Inc.
Knowles Stge. & Mvg. Co.
Omaha Central Whse. Co.

NEW HAMPSHIRE

Manchester
McLane & Taylor Corp.

NEW JERSEY

Camden
Camden Marine Terminals
Evenson & Levering
Elizabeth
Lehigh Whse. & Transp'n Co.
Wheeling Transportation, Inc.
Jersey City
Cook Warehouse Corp.
Lackawanna Whse. Co., Inc.
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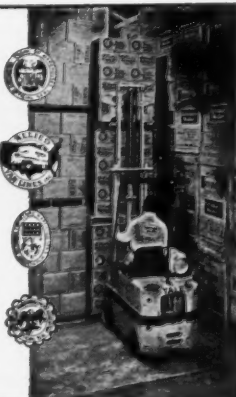
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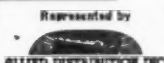
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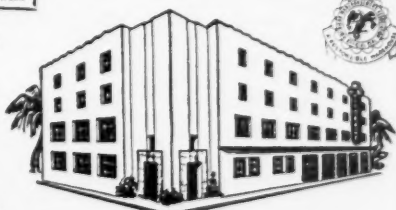
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Tobacco Inspection and Export—Low Insurance Rates
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Hoosac Stores, Hoosac Docks, Charlestown, Mass.
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Packing & Crating—Local & Long Distance
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Fort and Tenth Streets, Detroit 16, Mich.

Warehouse Spotlight . . .

(Continued from Page 65)

Men in the Spotlight

Myron P. Unger—Bond Steel and Storage Co. of Detroit, spoke at a recent meeting at Kent State University, Kent, Ohio, on the subject "Functions of Industrial Warehousing."

W. G. Manning, president and founder of Manning Warehouse & Transfer Co., Portland, Ore., died May 15. Mr. Manning was a founder of the Oregon Warehousemen's Assn. and was an early member of the American Warehousemen's Assn. He also was active in many other transportation and civic interests.

Harold W. Dean, who founded Dean of Ithaca, Inc., Ithaca, N. Y., died May 20, 1953. Mr. Dean, who entered the industry in Bath, N. Y., has operated a moving business in Ithaca for the past fifty years.

Charles E. Jones—named Allied Van Lines first Driver-of-the Year. Jones is employed by the M&L Transfer & Storage Co., Amarillo, Tex.

Peter D. Jenkins—will join Oregon Transfer Co., Portland Ore., as head of the firm's sales department.



Harold S. Bechert—named director of National Account Sales for North American Van Lines, Inc., Fort Wayne, Ind.

L. A. Kristoff—is president of the new Midwest Aluminum Supply Corp. The offices and warehouse will be located at 2530 W. Third St., Cleveland.



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A quarter-mile-long marine dock . . . 44 delivery doors under cover . . . our own switching facilities . . . direct connections with Wabash, Pennsylvania and C. & O. Railroads . . . reciprocal switch to all other lines . . . all storage in transit privileges . . . 10-story reinforced concrete warehouse with 5,000,000 cubic feet general storage, 2,500,000 cubic feet cold storage . . . completely sprinklered . . . fully equipped for inside and outside loading . . . inside track 25 car capacity . . . tenant and office space also available.

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LAKESHORE WAREHOUSE, INC.

Merchandise Storage—Pool Car Distribution

Centrally located for all wholesale groceries
Grand Trunk R.R. 6 Car siding

700 East Atwater

Detroit 26, Michigan

Morgan W. Strother, president of the W. Fred Richardson Security Storage Corp., Richmond, Va., died recently after a brief illness. Mr. Strother was a past director of Allied Van Lines and a past president of the Virginia Warehousemen's Assn. He also was past president of the Virginia Highway Users Assn.

(Please Turn to Page 83)

Los Angeles Warehouse Started

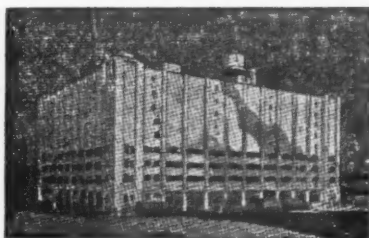


Farley Brothers Moving and Storage, Inc., is constructing a new \$165,000 furniture warehouse at 1669 Colorado Blvd., Los Angeles. Completion is scheduled for July 10. The 18,000 sq ft of storage space will have a ceiling height of 25 ft

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STORAGE CARTAGE POOL CAR DISTRIBUTION

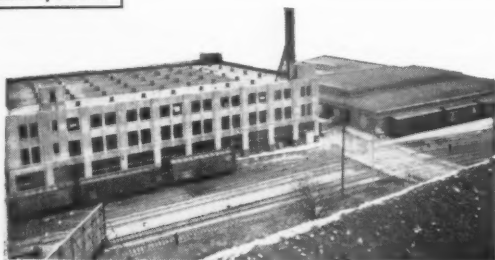
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SPOTS
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WAREHOUSE
SERVICE



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and Firms are Arranged Alphabetically

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Distribution and storage of merchandise.
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and DISTRIBUTING
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500,000 SQUARE FEET...
AMPLE COVERED TRUCK DOCKS
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For **Good** Warehousing in **Kansas City**
Call **G-K Warehouses, Inc.**

Complete Bonded Service with Extensive Facilities
Kansas Ave. and Railroad St., Kansas City 5, Kansas
Represented by Affiliated Warehouse Companies

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and Distribution of your
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265,000 Square Feet Centrally Located
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Low Insurance Rate.

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200,000 Sq. Feet of Space
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in the ST. LOUIS AREA**

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*from shipper
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- Long-time employees
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- Long-time know-how
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ST. LOUIS... The City Surrounded by the United States
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**Warehouse &
Cold Storage Co.**

SATISFIED
NATIONAL DISTRIBUTORS
FROM COAST TO COAST
PERFECT RAIL-TRUCK
AND WATER CONNECTIONS
LOCATED IN THE HEART OF THE
WHOLESALE SHOPPING DISTRICT
Specializing In
CANDY STORAGE

The only Cold Storage
in the U. S. equipped
with patented auto-
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Insurance rates
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Ideal for Candy—Dried Fruit and other items requiring cool room Storage. Pool
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Bonded. Served by Missouri Pacific & Frisco RR. Available fleet of Modern
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We specialize in Transit Storage

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Omaha's most modern, centrally located warehouse. Fireproof construction—Fully
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modern facilities in Council Bluffs, Iowa. Our own fleet of trucks for quick deliveries.
Member of N. F. W. A. and A. W. A.

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**IN NEBRASKA—CENTER OF
THE GREAT WESTERN HEARTLAND
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MAY BE YOUR BEST DISTRIBUTOR POINTS**

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WRITE, WIRE OR CALL
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**POOL CAR DISTRIBUTION
EXCELLENT "IN TRANSIT"
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FLEET OF 40 TRUCKS**

**ALSO
HMG MOVING
RIGGING & HEAVY
HAULING**

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ESTABLISHED 1899

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OMAHA, NEBR.

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"Satisfactory Service Since 1887"

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Mise. Stge. & complete Dist. service
Member of A.W.A. & N.F.W.A.

1201 Jones St.

JA: 3032

Warehouse Spotlight . . .

(Continued from Page 79)

Warehouse Briefs

Central Storage Co., Clarksburg, W. Va., recently celebrated its 50th Anniversary.

Military families moving to or from England now can ship their household goods uncrated via Allied Van Lines, Inc. The new service, which combines ship and van portage, has been approved by all branches of the Armed Forces.

Mid-Land Warehouse Co., Inc. has opened a new modern 100,000 sq ft warehouse in Louisville, Ky., with a daily loading-unloading capacity of 40 motor trucks and 52 railroad cars.

Extension of North American Van Lines, Inc., moving services for the military to England, Libya, Panama, and Newfoundland has been announced.

Bekins Van and Storage Co., in a 45-hour operation, recently moved 1,100,000 lb of furnishings, files, and machines for Union Oil Co. in Los Angeles. The move was from a 12-story downtown building and four other buildings to the new Union Oil Center.

The Union Storage Co., Dayton, Ohio, has started construction of a modern, one-story 100,000-sq ft warehouse adjacent to the company's recently completed 96,000-sq ft warehouse.

National Van Lines, Inc., Broadview, Ill., has announced the transferring of the firm's South East Regional Sales Offices in Atlanta, Ga., to new and larger quarters at 666 Metal Ave., N.E., in that city.

Abilene Moving & Storage Co., Inc., Abilene, Tex., has announced detailed plans for its new \$325,000 office-warehouse structure to be situated in the city's Plaza Industrial District.

Martin Van Lines, Inc., Seattle, Wash., has purchased a three-story concrete warehouse in Oakland, Cal., containing about 50,000 sq ft of storage space.

Farley Brothers Moving & Storage, Inc., has broken ground for a \$165,000 warehouse at Los Angeles. The building will be one story, with 18,000 sq ft of floor space.

Security Storage Co. of Washington is building a new warehouse in Bethesda, Md. The new warehouse will provide over 500,000 cu ft of storage space.

Carolina Storage & Distributing Co., Raleigh, N. C., has under construction a 50,000 sq ft tilt-up concrete merchandise storage and distribution warehouse. Operating as a common carrier trucking firm serving points generally 100 to 150 miles from Raleigh, they plan to move their terminal operations to the new plant.

OMAHA, NEBR.

KNOWLES

STORAGE & MOVING CO.

901-911 Davenport St.
MERCHANDISE—HOUSEHOLD GOODS
Complete Warehousing and Distribution Service
Fireproof Building . . . Trackage . . . Motor Trucks

OMAHA, NEBR.

William A. Watts, V. P. & Gen. Mgr.

OMAHA CENTRAL WAREHOUSE CO.

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Merchandise storage, pool car distribution, local delivery service, Central location, Experienced personnel, Ample truck docks & two R. R. Sidings, 160,000 sq. ft. heated warehouse space, 5000 sq. ft. of office & display space, ADT sprinkler & burglary system throughout, Low ins. rates.

MANCHESTER, N. H.

New Hampshire's Largest Warehouse
(Privately and State Bonded)

McLANE & TAYLOR CORP.

Serving a fast-growing, year 'round marketing area.
General Merchandise—STORAGE—Household Goods
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DIVISION OF MACK WAREHOUSE CORPORATION
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WAREHOUSING DISTRIBUTION

- * 400,000 Sq Ft of ideal storage space
- * Storage-in-transit
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- * Export Packaging
- * PRSL Siding with 15 car capacity
- * Ample truck docks
- * Experienced, well-equipped personnel

Camden phone: EM 5-6200
Phila. phone: MA 7-2793

Smooth Terminal Operation plus

- Strategic location
- Completely modern marine terminal
- Deep-water dockage—plenty of elbow room
- Wide wharf aprons, truck and rail platforms
- Direct connections with all trunk line railroads entering the area

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D. C. Nevins, Gen. Mgr.

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FACILITIES—500,000 sq. ft. Reinf. concrete & Steel. Fir. id. 250 lbs. Fireproof
Auto. Fire & Burg.—ADT. Ins. \$167. Siding PRR, 30 cars. Shelt. plat. 20 trks.
SERVICE FEATURES—Pool car dist. Co. oper. cartage serv. 52 trks. Off. & Btgs.
space for lease. Spec. in hding. lgo. machinery & steel in lifts up to 4½ tons.
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Fast and efficient service with own fleet of Modern Trucks
100% Palletized Operation—N.D.T. Burglar Alarm

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J. Leo Cooke, President Frank E. Kearney, Vice-President, Sales

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FACILITIES: 500,000 sq. ft. mdse. storage space in reinf. concrete and steel
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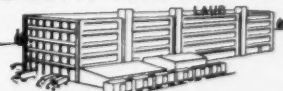
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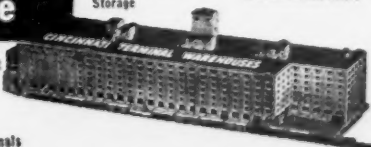
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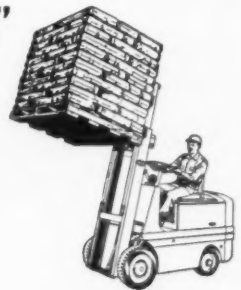
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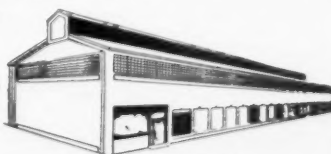
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Letters . . .

(Continued from Page 23)

I think all branch lines on which no passenger service is performed could be abandoned. A form of "piggy back" service to the main line could be arranged at the through rail rates. An exception would be when a branch line is needed for such items as coal, which do not lend themselves to substituted truck service. With this, we would like to see mergers of almost all parallel lines.

The average freight car tendered to the shipper is approximately 50 years old, either in actual age or in design. There is nothing that annoys a shipper more than to be told just how a car should be braced. The obligation of the carrier is to give comparable service with other forms of transportation. Excessive and costly bracing are not required for truck movement. They should not be required for rail movement.

There are cars designed for better

riding qualities, such as some now owned by the Southern Pacific, with a sliding undercarriage, which absorb the shocks and acts as a cushioning agent. Any shipper should be able to request and to obtain such a freight car. The same goes for the so called "compartmentized" cars. We are not satisfied with the mechanical bracing cars because of the difficulties involved in putting up bars, etc., and the fact that there are some usually missing and the rest frequently strewn about the floor of the car.

Some time back I took up with the Eastern railroads a proposition to permit us to load stop-off shipments in more than one car. For example a stop-off between Fort Wayne and Toledo, 35,000 lb for each point, we would load separately and still benefit from the 70,000 lb rate. Although this would in no sense be materially different than the transload idea now used in many parts of the country, the Eastern roads turned me down.

By original loading we would cut down on damage which almost always occurs on stop-off cars. There would be no material increase in "per diem"

costs inasmuch as our experience has shown that a stop-off car usually is delayed about one week. If you figure on two weeks time for one car to go through, separately loaded cars would be placed within one week.

I might add that this would also speed transit time for final destination; and we would not be as tempted as we are now to change from rail to truck service.

We have a movement from Syracuse, N. Y., via both truck and rail. If a truck does not make delivery over-night we want to know why. For a rail car, we start to follow it up if it is not delivered within five days. And the difference in rates is negligible.

The point is, do we as shippers have an obligation to keep the railroads in business? When a railroad, or the railroads as a group, have really made an effort to bring themselves in line with the times, then perhaps we do.

Fred R. Turner
Traffic Manager

Church & Dwight Co., Inc.
New York, N. Y.

(Resume Reading on Page 25)

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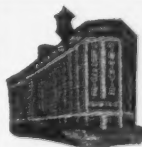
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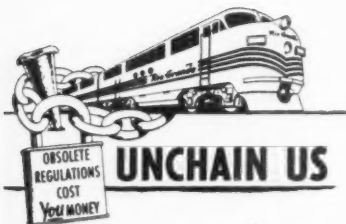
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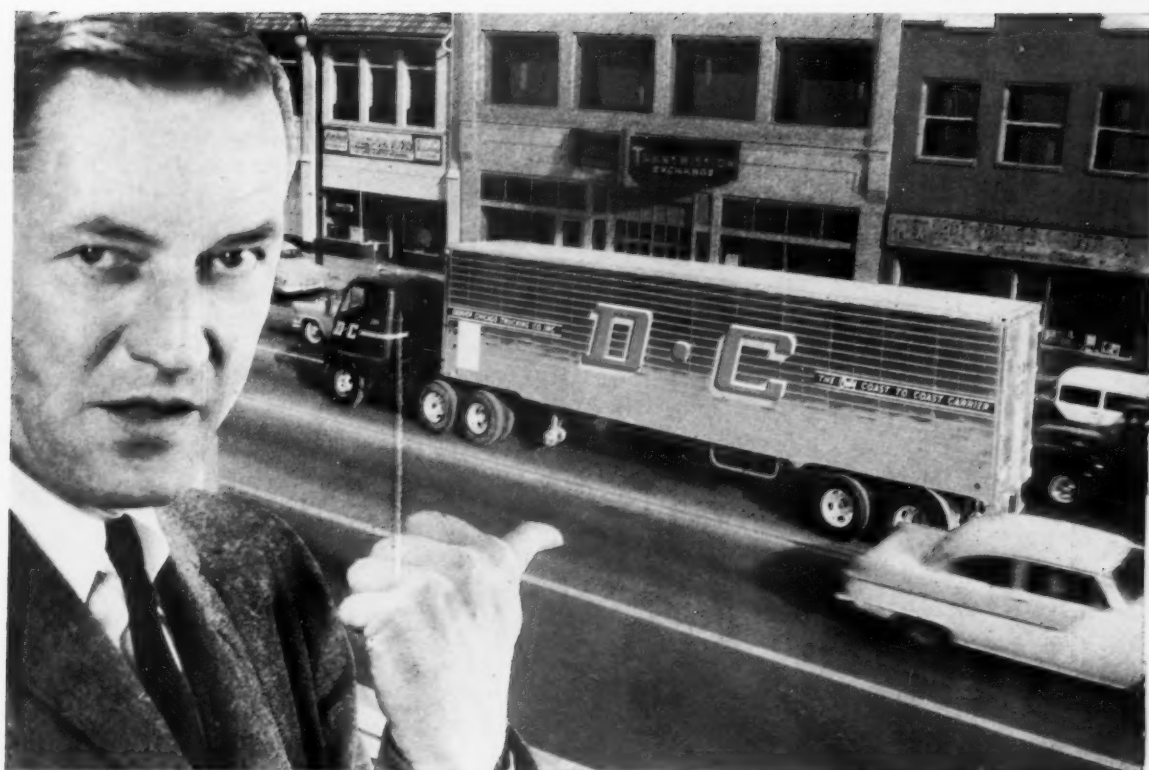
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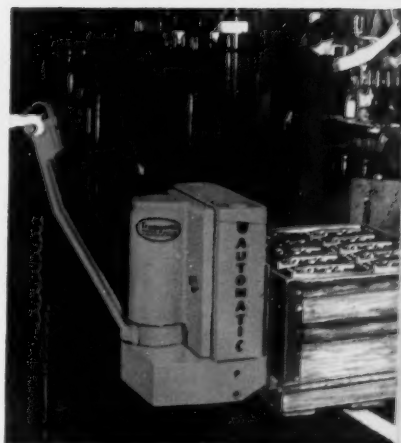
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Division of The Yale & Towne Manufacturing Company
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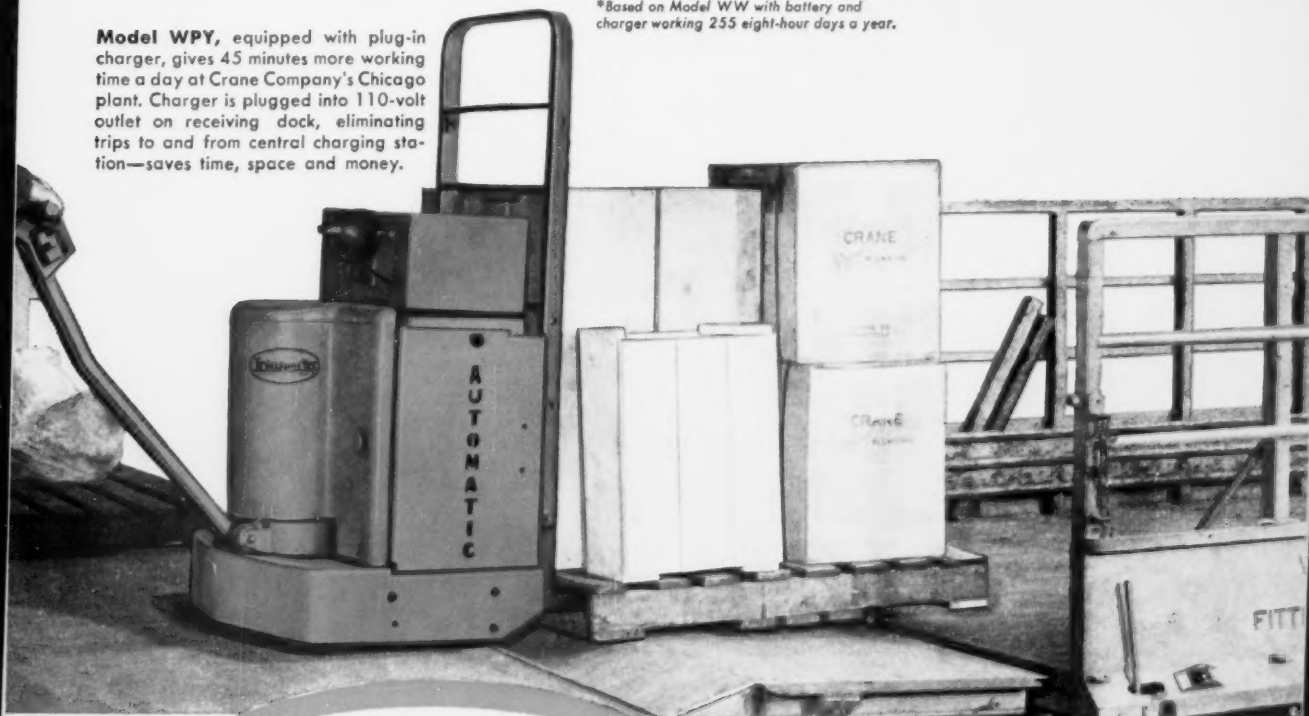
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